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The Society of the
Plastics Industry, Inc.

SPI

Financial And Operating Ratios

Survey No. 26
1987

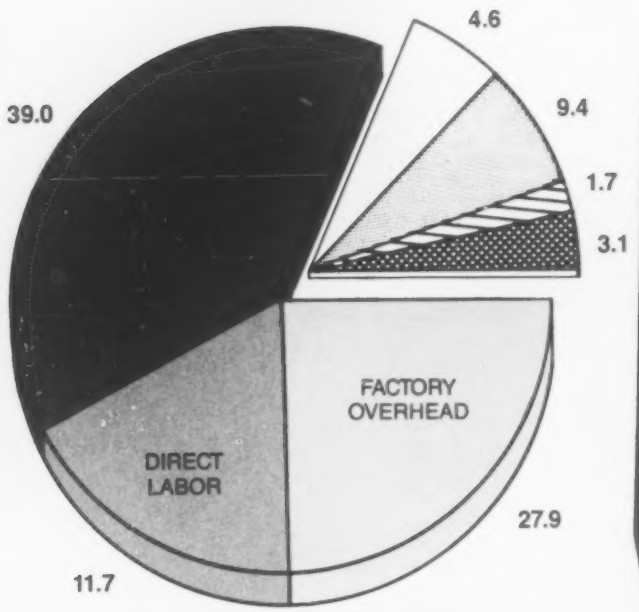
Calendar Year End: 1987
Release Date: July 1988

Plastics Processing Companies

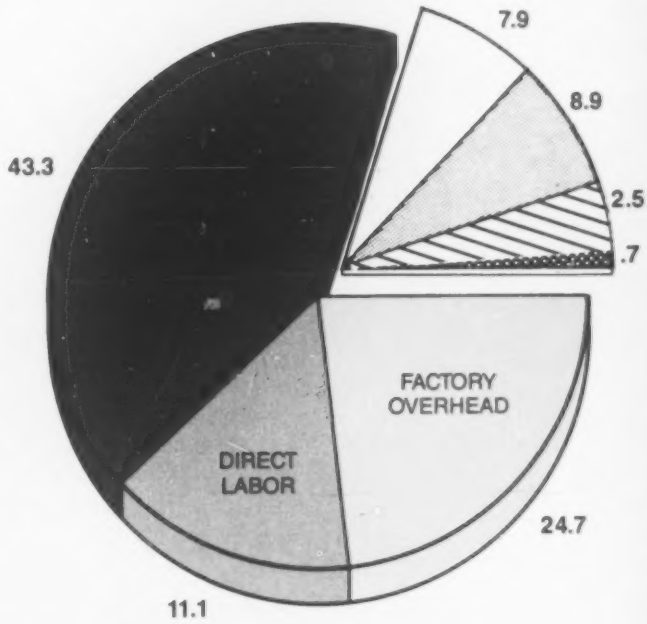
Sponsored by the Financial Management Committee of SPI

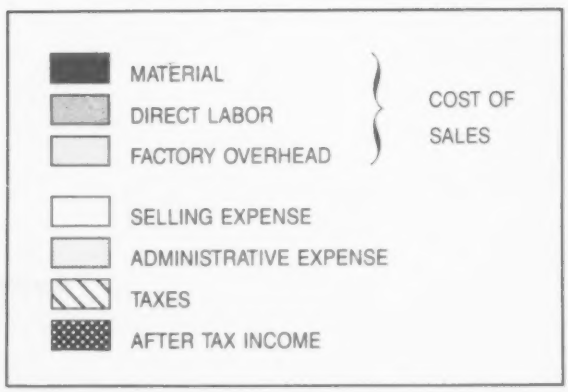
DISTRIBUTION OF SALES DOLLAR SUMMARY

CUSTOM
(Percent)

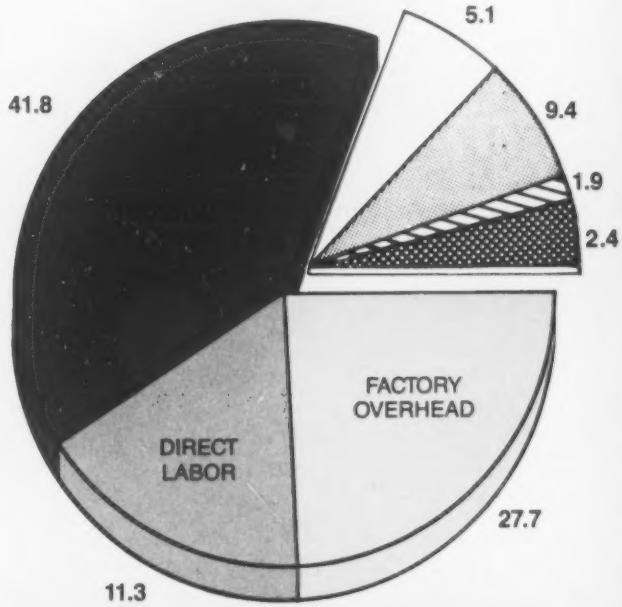


PROPRIETARY
(Percent)





INDUSTRY
(Percent)



These charts summarize the distribution of the sales dollar for custom processors, proprietary processors and the industry.

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FINANCIAL AND OPERATING RATIOS

SURVEY NO. 26 • 1987

PLASTIC PROCESSING COMPANIES

FINANCIAL MANAGEMENT COMMITTEE
THE SOCIETY OF THE PLASTICS INDUSTRY, INC.
1275 K Street, Suite 400, N.W., Washington, D.C. 20005

HOW TO ORDER

All orders for Financial and Operating Ratios Survey No. 26, (1987) should be directed to the Literature Sales Department, The Society of the Plastics Industry, Inc., 1275 K Street, Ste. 400, N.W., Washington, D.C. 20005. Checks made payable to SPI must accompany all orders. Price $75 per copy for SPI members and $150 for non-members.

Release Date: July 1988

About the Financial Management Committee. . .

The Financial Management Committee is comprised of executives from over one hundred plastics processing firms located throughout the United States. Each representative has an extensive background in finance, management, and manufacturing. The group meets regularly during the year to discuss industry problems and monitor the various survey programs.

At present, the Committee conducts annual and biennial surveys among the Society's plastics processing companies. They regularly sponsor a Financial and Operating Ratios Survey, a Salary and Sales Policy Survey, a Labor Survey, and an Employee Benefits Survey.

Besides the survey work, this group also conducts seminars and conferences.

For more information on how to become an active member of this important Committee, write to the Staff Director, Financial Management Committee, The Society of the Plastics Industry, Inc., 1275 K Street, Suite 400, N.W., Washington, D.C. 20005.

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RATIOS

Plastics Processing Industry By Process Type and Sales Groups

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Custom Compression and Reinforced: Sales Less than $5 Million	13
Sales $5-$10 Million	13
Sales $10 Million or More	14
Custom Extrusion: Sales Less than $5 Million	15
Sales $5-$10 Million	15
Sales $10 Million or More	16
Custom Thermoform: Sales Less than $5 Million	17
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HIGHLIGHTS OF SURVEY

The 1987 Financial and Operating Ratios Survey includes data submitted by 143 plastics processing companies. The information has been categorized according to sales group: sales less than $5 million, sales between $5 and $10 million, and sales over $10 million. Within each sales group, data are presented for the industry as a whole and for proprietary and custom processors. Also, there were sufficient returns to analyze data for the following custom processors: injection, compression and reinforced, and extrusion. An analysis of this type was not performed for proprietary processors due to a small response. Further, information is presented for six end-use application groups: business equipment, construction, electronics, medical, packaging, and transportation. As in the case of proprietary processors, there are insufficient returns to permit an analysis of all end-use applications.

All participating firms are classified according to main activity, however, quite a few firms are devoted to more than one activity. In the case of 30 percent or more of a firm's operations being involved in more than one activity, the firm is classified under each. This classification process increased the number of reports processed to 178.

In each table firms are classified as 'less profitable,' 'more profitable' or average ('median') according to the profit before income taxes as reported in the survey. A footnote at the bottom of each table states the criteria for the classification. Further, each table includes operating statements, balance sheets, and ratios. Formulas for the ratios are included in this section.

Some of the results of the 1987 Survey are reported below:

(1) Industry sales increased 12.1 percent between 1986 and 87 as compared to a 7.3 percent increase between 1985 and 86 and a 6.6 percent increase between 1984 and 85.

Sales of custom processors increased 14.3 percent in 1987 vs. a 7.6 percent increase in 1986 and a 6 percent increase in 1985.

Sales of proprietary processors experienced only a 3.[illegible] percent increase in 1987 as compared to a 5.7 percent increase in 1986 and a 9 percent increase in 1985.

(2) The pretax net income-to-sales ratio for the industry fell to 4.3 percent in 1987 as compared to 5.1 percent in 1986 and 1985.

The same ratio for custom processors fell slightly in 1987 to 4.8 percent from 4.9 percent in 1986. It equals the ratio for 1985 of 4.8 percent, but is below the 5.5 percent recorded in 1984.

The pretax net income-to-sales ratio for proprietary processors also fell in 1987: 3.7 percent versus 6 percent for the previous year. The ratio had fallen in 1985 to 5.7 from 6.3 percent in 1984.

(3) Direct labor costs decreased for the industry and custom processors as compared to 1986: industry — 11.3 percent (1987) versus 12.6 percent (1986); custom processors — 11.7 percent (1987) versus 12.8 percent (1986).

Direct labor costs for proprietary processors rose in 1987 to 11.1 percent from 10.9 percent in 1986.

(4) The average collection period in 1987 varied from 47 days to 49 days according to sales level for the industry. For proprietary processors, the average collection period ranged from a low of 40 to a high of 55 days and for custom processors from 47 to 53.

Listed below are the formulas for the ratios in this report. It is possible to compare the ratios calculated from your firm's operations with those calculated from the data in the report by comparing performance of similar organizations (per sales group and process type).

(a) Cost of Sales/Inventory:

$$\frac{\text{(Raw Material Inv. + Work in Process Inv. + Finished Gds. Inv. — LIFO Res.)} \times \text{365 days}}{\text{(Sales as Percentage of Total Assets)} \times \text{(Freight Out \& Warehousing + Dir. Pkg. \& Sh. Supp. + Direct Materials + Direct Labor + Indirect Labor + Utilities + Other Var. Mfg. Exp. + Depr. Exp. + Lease Exp. + Other Fixed Mfg. Expense)}}$$

(b) Average Collection Period: $\frac{\text{Accounts \& Notes Receivable} \times 365}{\text{Sales as Percentage of Total Assets}}$

(c) Profit Before Income Taxes/Assets: $\frac{\text{(Profit Before Income Taxes)} \times \text{(Sales as Percentage of Total Assets)}}{\text{Total Assets}}$

(d) Profit Before Income Taxes/Gross Assets: $\frac{\text{(Profit Before Income Taxes)} \times \text{(Sales as Percentage of Total Assets)}}{\text{Total Assets + Depreciation Reserve + LIFO Reserve}}$

(e) Cash Return/Gross Assets: $\frac{\text{(Profit After Income Tax + Depreciation Expense)} \times \text{(Sales as Percentage of Total Assets)}}{\text{Total Assets + Depreciation Reserve + LIFO Reserve}}$

(f) Net Income/Equity: $\frac{\text{(Profit After Income Taxes)} \times \text{(Sales as Percentage of Total Assets)}}{\text{Equity}}$

(g) Processing Costs/lbs. Processed:

$$\frac{\text{Direct Labor + Indirect Labor + Other Variable Mfg. Expense + Depreciation Expense + Lease Expense + Other Fixed Mfg. Expense}}{\text{Lbs. Processed}^*}$$

$$^* \frac{\text{Sales} - \text{(Freight Out \& Warehousing + Direct Packaging + Direct Materials)}}{\text{Net Sales} - \text{Cost of Matls./lbs Processed}}$$

Also, the information presented here can be used to determine liquidity, coverage and leverage. A series of ratios to be calculated are listed below and their function is briefly described.

I Liquidity ratios test the short-term financial position.

a. Current Ratio: $\frac{\text{Current Assets}}{\text{Current Liabilities}}$ is a rough indication of a firm's ability to meet its immediate obligations. Composition and quality of the assets are as important as the absolute ratio.

b. The Quick Ratio: $\frac{\text{Cash \& Equivalents + Receivables}}{\text{Current Liabilities}}$ is a more conservative measure of liquidity. A value of unity means that all current obligations can be met without having to convert any inventory to sales.

c. The Average Collection Period: $\frac{\text{Receivables} \times 365}{\text{Annual Sales}}$ shows the mean time to collect from customers. When compared with standard terms, delinquency rates can be calculated. Since this measure compares receivables one day with sales for the entire year, it is subject to wide seasonal fluctuations. Individual company data should be averaged if seasonal effects are substantial.

d. The Number of Days Supply: $\frac{\text{Total Inventory} \times 365}{\text{Annual Cost of Sales}}$ measures the effectiveness of the firm's inventory management.

II Coverage Ratios measure ability to service debt.

a. EBIT/Interest $\frac{\text{Profit Before Income Taxes} + \text{Interest Paid}}{\text{Interest Paid}}$ is a measure of a firm's ability to meet interest payments on its debt. A high ratio indicates little difficulty in meeting such obligations, and an ability to handle more debt.

b. Cash Flow/Current Maturities: $\frac{\text{Profit After Income Taxes} + \text{Depreciation \& Amortization}}{\text{Current Portion of Long-Term Debt}}$ measures the firm's ability to handle the retirement of its term debt. Although all cash is not available for debt service, it is perhaps the highest priority use, and a ratio less than unity would be cause for concern.

III Leverage ratios measure the vulnerability of a firm during business downturns as well as potentially favorable tax consequences during periods of high volume.

a. Debt/Worth: $\frac{\text{Total Liabilities}}{\text{Net Worth}}$ expresses the degree of protection for the creditors provided by the owners of the firm. A ratio of unity indicates a reasonable balance between long-term financial safety and aggressive application of the firm's resources.

b. Fixed/Worth: $\frac{\text{Net Fixed Assets}}{\text{Net Worth}}$ measures the extent to which equity capital has been invested in plant and equipment. The presence of leased assets now shown on the Balance Sheet may alter the implication of this ratio substantially.

IV Operating ratios measure the performance of management.

a. $\frac{\text{Profit Before Taxes}}{\text{Net Worth}} \times 100$ expresses the return on equity capital employed in the business.

b. $\frac{\text{Profit Before Taxes}}{\text{Total Assets}} \times 100$ expresses the return on all the resources available to management.

NUMBER OF FIRMS

TYPE	CUSTOM MOLDERS & PROCESSORS			TOTAL	PROPRIETARY MOLDERS & PROCESSORS			TOTAL	All Processors
	Sales Less Than $5 Million	Sales $5 Million-$10 Million	Sales $10 Million and Over	Total	Sales Less Than $5 Million	Sales $5 Million-$10 Million	Sales $10 Million and Over	Total	
INJECTION	28	9	13	50	1	3	8	12	62
COMPRESSION	5	2	5	12	—	2	3	5	17
REINFORCED	3	1	2	6	3	1	2	6	12
EXTRUSION	4	6	8	18	1	3	4	8	26
THERMOFORM	10	3	5	18	2	0	2	4	22
OTHER	11	6	12	29	4	3	3	10	39
TOTAL	61	27	45	133	11	12	22	45	178

NUMBER OF EMPLOYEES
1987

NUMBER OF EMPLOYEES	CUSTOM				PROPRIETARY				BOTH				INDUSTRY			
	I[a]	II[b]	III[c]	Total	I	II	III	Total	I	II	III	Total	I	II	III	Total
0— 49	34	2	1	37	7	1	—	8	2	—	—	2	43	3	1	47
50— 99	11	4	1	16	—	5	—	5	—	1	—	1	11	10	1	22
100—149	2	11	4	17	—	—	2	2	1	—	1	2	3	11	7	21
150—199	1	3	7	11	—	—	2	2	—	1	—	1	1	4	9	14
200—299	—	2	4	6	—	2	3	5	—	1	—	1	—	5	7	12
300—399	—	—	2	2	—	—	—	—	—	—	—	—	—	—	2	2
400—500	—	—	2	2	—	—	2	2	—	—	2	2	—	—	6	6
500 and over	—	—	8	8	—	—	1	1	—	—	1	1	—	—	10	10
Total	48	22	29	99	7	8	10	25	3	3	4	10	58	33	43	134
Total Employees	2,217	2,686	10,169	15,072	162	618	10,267	11,047	195	467	1,803	2,465	2,574	3,771	22,239	28,584

a) I—Sales less than $5 Million
b) II—Sales $5 Million to $10 Million
c) III—Sales $10 Million or more
d) 9 firms did not report

GEOGRAPHICAL DISTRIBUTION OF RESPONDING FIRMS

REGION	STATE	TOTAL
1	CONNECTICUT	3
	MASSACHUSETTS	4
	NEW HAMPSHIRE	1
	RHODE ISLAND	1
	VERMONT	2
	TOTAL	11
2	NEW JERSEY (Northern)	3
	TOTAL	3
3	DELAWARE	1
	NEW JERSEY (Lower)	4
	NEW YORK	6
	PENNSYLVANIA	6
	TOTAL	17
4	MISSISSIPPI	1
	NORTH CAROLINA	4
	SOUTH CAROLINA	1
	TENNESSEE	1
	VIRGINIA	2
	TOTAL	9
5	ILLINOIS (Excluding Chicago)	5
	INDIANA	6
	MICHIGAN	13
	OHIO (Excluding Cincinnati-Dayton)	14
	WISCONSIN	9
	TOTAL	47

REGION	STATE	TOTAL
6	KENTUCKY	1
	OHIO (Cincinnati-Dayton)	9
	TOTAL	10
7	ILLINOIS (Chicago Area)	1
	TOTAL	1
8	IOWA	1
	KANSAS	1
	MINNESOTA	5
	MISSOURI	6
	NEBRASKA	3
	TOTAL	16
9	OKLAHOMA	1
	TEXAS	7
	TOTAL	8
10	ARIZONA	1
	COLORADO	3
	TOTAL	4
11	OREGON	2
	WASHINGTON	3
	TOTAL	5
12	NORTHERN CALIFORNIA	2
	TOTAL	2
13	SOUTHERN CALIFORNIA	9
	TOTAL	9
	HAWAII	1
	GRAND TOTAL	**143**

BASIS ON WHICH RATIOS WERE REPORTED

BASIS	NO. OF RESPONSES
CALENDAR YEAR	61
JANUARY	1
FEBRUARY	2
MARCH	5
APRIL	3
MAY	3
JUNE	21
JULY	7
AUGUST	7
SEPTEMBER	21
OCTOBER	7
NOVEMBER	1
DECEMBER	2
TOTAL	141

2 firms did not report.

PERCENTAGE CHANGE IN NET SALES
1986-1987

PERCENT	CUSTOM				PROPRIETARY				BOTH				INDUSTRY			
	Less Than $5 Million	$5 Million-$10 Million	$10 Million or More	Total	Less Than $5 Million	$5 Million-$10 Million	$10 Million or More	Total	Less Than $5 Million	$5 Million-$10 Million	$10 Million or More	Total	Less Than $5 Million	$5 Million-$10 Million	$10 Million or More	Total
-10 or less	8	1	3	12	—	1	—	1	—	—	—	—	8	2	3	13
0 to - 9.9	9	1	2	12	3	3	—	6	—	—	1	1	12	2	3	19
0 to 9.9	11	5	8	24	—	1	4	5	1	—	3	4	12	8	14	33
10 to 19.9	8	6	9	23	—	3	4	7	1	2	1	4	9	11	13	34
20 to 29.9	11	5	2	18	2	—	1	3	—	—	1	1	13	5	4	22
30 to 39.9	—	2	3	5	1	—	1	2	—	—	—	—	1	2	4	7
40 or more	3	2	2	7	1	—	1	2	1	1	—	2	5	3	3	11
TOTAL	50	22	29	101	7	8	11	26	3	3	6	12	60	33	44	139
MEDIAN CHANGE	4.1	17.2	13.7	14.3	8.9	-4.3	13.2	3.6	14.9	17.4	6.6	15 0	5.1	17.0	13.4	12.1
MEDIAN CHANGE 1985-86	3.5	12.7	12.2	7.6	2.5	3.3	12.5	5.7	0	-5.0	18.3	8.3	3.1	9.9	13.4	7.3

6 firms did not report

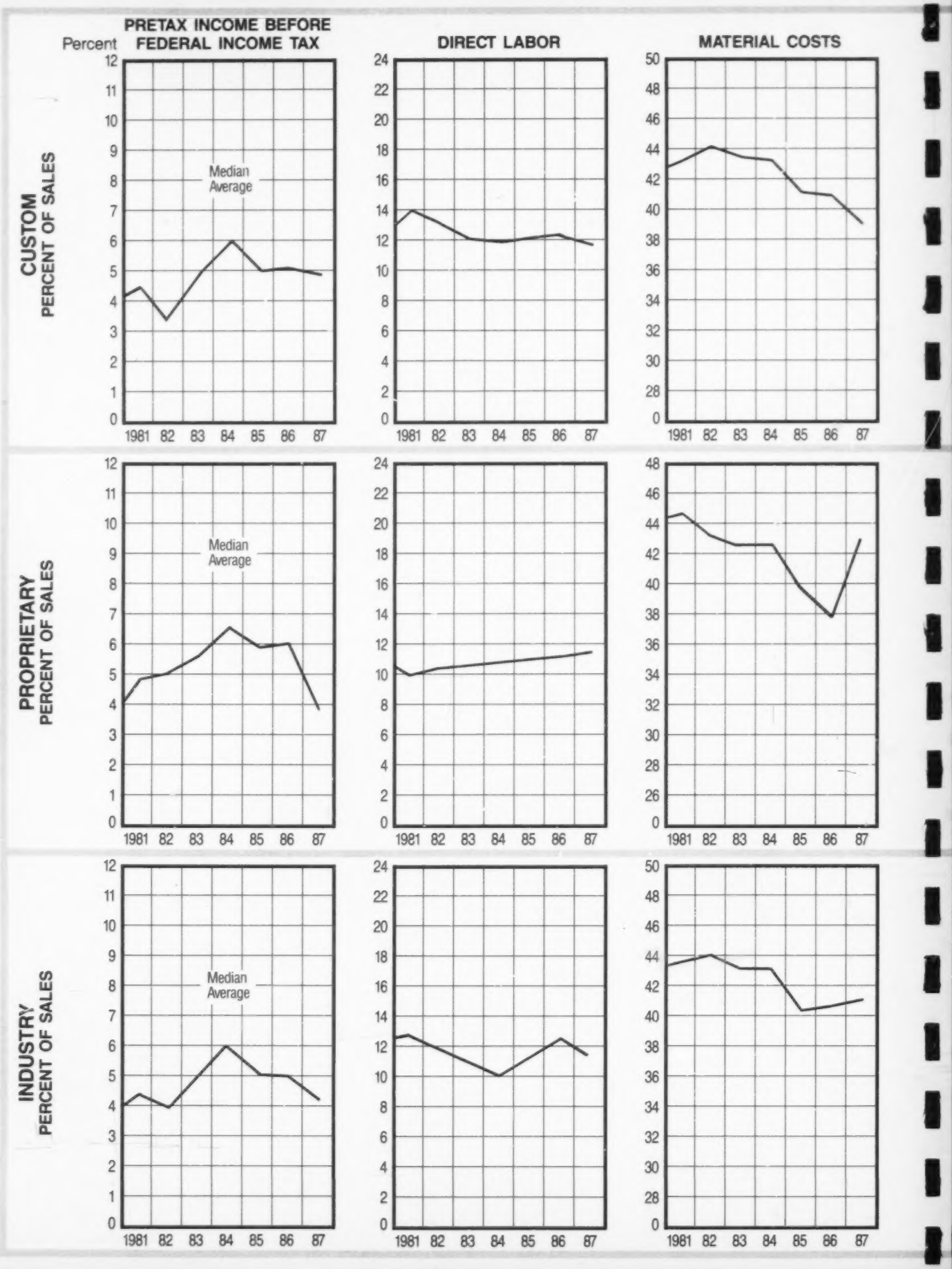
COMPARISON ON PROFIT BEFORE TAXES 1986-87
FOR INDUSTRY GROUPS
(in percent)

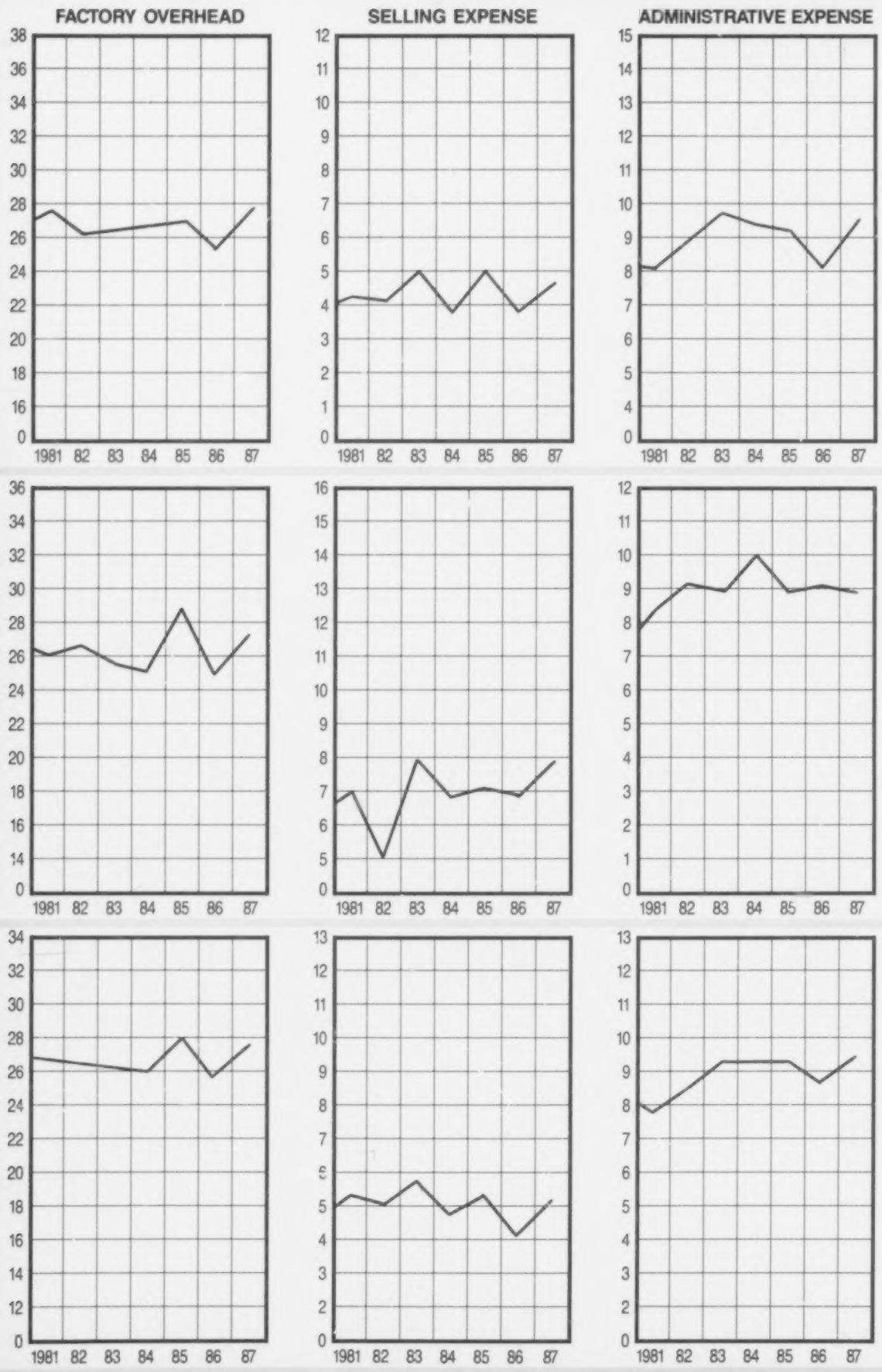
GROUP	SALES LESS THAN $5 MILLION		SALES $5-$10 MILLION		SALES $10 MILLION OR MORE	
	1987	1986	1987	1986	1987	1986
Industry	.6	2.5	6.9	5.8	7.4	6.8
Proprietary	- 4.4	4.5	4.1	4.9	7.0	8.5
Custom	1.8	2.2	7.5	5.8	7.1	6.6
Injection	2.6	3.2	4.6	1.4	7.4	8.5
Compression & Reinforced	1.1	6.4	4.3	3.4	6.8	4.8
Extrusion	- 1.8	1.1	16.0	10.5	5.9	5.1
Thermoform	2.0	—	8.0	—	6.5	—

DISTRIBUTION OF SALES DOLLARS

ACCOUNT	CUSTOM	PROPRIETARY	INDUSTRY
Direct Material	39.0	43.3	41.8
Direct Labor	11.7	11.1	11.3
Factory Overhead	27.9	24.7	27.7
Selling Expense	4.6	7.9	5.1
Administrative Expense	9.4	8.9	9.4
Taxes	1.7	2.5	1.9
After Tax Income	3.1	.7	2.4

TRENDS IN PROFITS AND COSTS FOR PERIOD 1981–1987





Average* — Half of the firms reporting had ratios above this line and half below this line.

DETAILED TABLES—SALES $10 MILLION OR MORE
PLASTICS PROCESSING INDUSTRY BY SALES GROUPS

SURVEY NO. 26, 1987
CUSTOM PROCESSORS BY SALES GROUP

SALES $10 MILLION OR MORE				SALES $10 MILLION OR MORE		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
1.0	.9	.8	Freight Out & Warehousing	1.1	.5	1.8
1.7	1.2	1.9	Direct Packaging & Shipping Supplies	1.8	1.1	1.5
43.2	44.7	37.5	Direct Materials	44.5	42.7	39.7
11.2	10.5	9.2	Direct Labor	10.2	11.5	11.2
9.8	7.9	10.0	Indirect Labor	10.4	9.8	7.1
2.9	2.8	3.0	Utilities	2.6	2.6	2.6
7.5	5.8	4.7	Other Variable Mfg. Expense	7.4	6.1	6.1
3.1	3.1	4.1	Depreciation Expense	3.1	2.8	3.2
.5	.6	.2	Lease Expense	.3	.5	.4
2.5	1.4	3.4	Other Fixed Mfg. Expense	2.1	1.5	1.8
.1	.2	.2	Net on Tool Transactions	(.1)	.2	.1
2.9	.6	1.0	Sales Commissions	3.0	1.0	.5
2.8	3.9	3.6	Other Sales Expense	3.5	3.2	2.4
7.0	3.8	4.3	Administrative Expense	6.4	3.0	5.1
.5	1.6	.4	Engineering Expense	.3	1.7	.3
.4	.7	.7	Research & Development Expense	.4	.3	1.1
3.6	10.3	15.0	Operating Earnings	3.0	10.9	15.1
2.0	2.1	1.6	Interest	1.7	3.0	1.3
.1	.8	.2	Misc. (Income) or Expense	.2	.8	.4
1.5	7.4	13.2	Profit Before Income Taxes	1.1	7.1	13.4
.7	1.7	3.6	Federal Income Tax	.1	1.7	3.0
.1	1.0	.6	Other Income Taxes	.1	.1	.5
.7	4.7	9.0	PROFIT AFTER INCOME TAXES	.9	5.3	9.9
177.7	185.4	186.1	Sales as Percentage of Total Assets	169.1	175.9	188.6
			Balance Sheets			
2.7	2.6	3.7	Cash & Equivalents	3.4	.8	4.3
23.3	24.9	25.0	Accounts & Notes Receivable	21.8	25.7	25.5
10.1	5.4	4.7	Raw Material Inventory	10.9	9.3	8.1
1.6	2.4	3.4	Work in Process Inventory	1.8	2.5	4.1
7.7	9.9	10.9	Finished Goods Inventory	6.2	5.7	4.3
1.6	2.4	1.3	LIFO Reserve	1.8	1.4	.4
.8	0.0	.6	Packaging & Shipping Supplies	.5	.1	.3
2.9	3.1	2.9	Other Current Assets	4.0	3.1	3.6
47.5	46.0	49.9	CURRENT ASSETS	46.8	45.8	49.8
39.0	21.0	20.0	Land & Buildings, at Cost	45.2	29.7	20.2
10.7	6.5	6.3	Depreciation Reserve	22.8	5.2	6.8
53.3	56.2	63.2	Machinery & Equipment, at Cost	55.2	43.8	67.1
34.4	23.6	35.5	Depreciation Reserve	31.2	20.2	36.8
2.0	1.8	8.7	Molds, Tools, & Dies, at Cost	1.4	2.8	1.4
1.5	1.1	5.7	Depreciation Reserve	1.0	2.0	1.0
4.8	6.2	5.7	Other Long-Term Assets	6.4	5.3	6.1
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
4.2	9.8	2.1	Current Portion of Term Debt	4.0	8.4	2.0
6.3	7.9	1.9	Notes Payable	4.3	10.8	1.6
14.9	16.4	11.6	Accounts Payable, Trade	12.9	18.4	12.9
7.9	12.4	6.6	Other Payables & Accruals	6.8	11.5	8.2
1.0	.6	3.5	Provision for Income Taxes	.5	1.1	2.3
34.3	47.1	25.7	CURRENT LIABILITIES	28.5	50.2	27.0
1.6	.1	.7	Real Estate Mortgages	1.0	1.0	2.0
17.0	10.3	12.3	Other Long-Term Debt	16.3	13.2	14.9
52.9	57.5	38.7	TOTAL LIABILITIES	45.8	64.4	41.9
47.1	42.5	61.3	EQUITY (NET WORTH)	54.2	35.6	58.1
			Statistical Data			
$71,083	$72,187	$114,082	Net Sales/Number of All Employees	$75,069	$79,456	$85,539
46.1%	60.2%	54.5%	Prod. Man Hrs./Available Mach. Hrs.	45.9%	58.8%	50.8%
$37.19	$45.38	$77.09	Net Sales/All Employees Man Hours	$45.99	$46.76	$42.60
239.85%	255.20%	308.09%	Net Sales/Total Employment Costs	255.36%	289.88%	278.03%
$64.82	$78.51	$84.99	Net Sales/Production Worker Man Hrs.	$76.60	$77.73	$74.48
336.61%	544.51%	609.94%	Net Sales/Prod. Worker Emp. Costs	444.91%	533.3%	469.8%
$.57	$1.23	$1.60	Net Sales—Cost of Matls./lbs. Proc.	$.76	$1.08	$1.38
$.23	$.35	$.28	Total Mfg. Payroll/lbs. Processed	$.31	$.39	$.21
16.4%	13.4%	12.3%	Percent Change in Sales, '86 vs '85	18.2%	13.7%	7.5%
43.8	38.4	46.4	Cost of Sales/Inventory	44.2	42.2	41.3
47	49	49	Average Collection Period	47	53	49
2.7%	13.7%	24.8%	Profit Before Income Taxes/Assets	1.9%	12.5%	25.3%
1.8%	10.3%	16.5%	Profit Before Income Taxes/Gross Assets	1.2%	9.7%	17.4%
4.6%	10.8%	16.4%	Cash Return/Gross Assets	4.3%	11.1%	17.0%
2.6%	20.5%	27.3%	Net Income/Equity	2.8%	26.2%	32.1%
$.36	$.60	$.85	Processing Costs*/lbs. Processed	$.48	$.62	$.72

*PBIT less than 7.4 percent
**PBIT more than 7.4 percent

*PBIT less than 7.1 percent
**PBIT more than 7.1 percent

SALES $10 MILLION OR MORE						
Less Profitable*	Median	More Profitable**	Operating Statements			
100.0	100.0	100.0	Net Sales			
1.3	1.2	2.0	Freight Out & Warehousing			
2.6	1.1	2.1	Direct Packaging & Shipping Supplies			
40.9	41.1	37.6	Direct Materials			
14.3	10.0	8.5	Direct Labor			
10.5	8.0	7.3	Indirect Labor			
3.6	2.8	3.4	Utilities			
7.3	8.0	3.0	Other Variable Mfg. Expense			
3.6	3.2	5.3	Depreciation Expense			
.9	0.0	.2	Lease Expense			
.7	.7	4.9	Other Fixed Mfg. Expense			
(.1)	0.0	(.1)	Net on Tool Transactions			
1.2	1.5	2.2	Sales Commissions			
4.7	6.4	4.9	Other Sales Expense			
5.5	7.3	4.3	Administrative Expense			
.6	0.0	.4	Engineering Expense			
0.0	.1	.5	Research & Development Expense			
2.4	8.6	13.5	Operating Earnings			
1.5	.7	.3	Interest			
.1	.9	.9	Misc. (Income) or Expense			
.8	7.0	12.3	Profit Before Income Taxes			
.2	2.5	3.9	Federal Income Tax			
.1	1.1	1.2	Other Income Taxes			
.5	3.4	7.2	PROFIT AFTER INCOME TAXES			
167.1	176.7	190.2	Sales as Percentage of Total Assets			
			Balance Sheets			
(.2)	2.9	4.6	Cash & Equivalents			
18.6	26.7	26.4	Accounts & Notes Receivable			
4.9	4.7	1.2	Raw Material Inventory			
3.1	3.0	2.1	Work in Process Inventory			
13.3	14.4	18.2	Finished Goods Inventory			
2.5	2.9	2.3	LIFO Reserve			
.9	.2	.2	Packaging & Shipping Supplies			
3.6	1.2	1.9	Other Current Assets			
41.7	50.2	52.3	CURRENT ASSETS			
75.9	18.1	22.3	Land & Buildings, at Cost			
56.5	6.2	6.9	Depreciation Reserve			
55.9	46.1	61.9	Machinery & Equipment, at Cost			
23.3	20.1	39.5	Depreciation Reserve			
3.5	5.0	16.8	Molds, Tools, & Dies, at Cost			
2.3	2.9	11.0	Depreciation Reserve			
5.1	9.8	4.1	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
4.0	2.9	1.3	Current Portion of Term Debt			
4.9	9.3	2.8	Notes Payable			
14.2	9.7	11.1	Accounts Payable, Trade			
7.8	16.3	6.2	Other Payables & Accruals			
1.1	1.1	4.4	Provision for Income Taxes			
32.0	39.3	25.8	CURRENT LIABILITIES			
1.4	0.0	1.6	Real Estate Mortgages			
23.2	6.5	5.2	Other Long-Term Debt			
56.6	45.8	32.6	TOTAL LIABILITIES			
43.4	54.2	67.4	EQUITY (NET WORTH)			
			Statistical Data			
$86,224	$80,464	$140,576	Net Sales/Number of All Employees			
51.8%	69.7%	69.4%	Prod. Man Hrs./Available Mach. Hrs.			
$26.83	$37.83	$51.39	Net Sales/All Employees Man Hours			
214.64%	301.10%	305.38%	Net Sales/Total Employment Costs			
$36.90	$65.85	$68.09	Net Sales/Production Worker Man Hrs.			
291.44%	601.38%	624.01%	Net Sales/Prod. Worker Emp. Costs			
$.44	$.86	$.54	Net Sales—Cost of Matls./lbs. Proc.			
$.27	$.26	$.17	Total Mfg. Payroll/lbs. Processed			
6.4%	13.2%	22.2%	Percent Change in Sales, '86 vs '85			
47.9	52.1	49.5	Cost of Sales/Inventory			
40	55	51	Average Collection Period			
1.4%	12.4%	23.4%	Profit Before Income Taxes/Assets			
.7%	9.4%	14.6%	Profit Before Income Taxes/Gross Assets			
3.7%	8.8%	14.9%	Cash Return/Gross Assets			
1.9%	11.1%	20.3%	Net Income/Equity			
$.30	$.45	$.27	Processing Costs*/lbs. Processed			

*PBIT less than 7.0 percent
**PBIT more than 7.0 percent

CUSTOM INJECTION MOLDERS BY SALES GROUPS — COMPRESSION & REINFORCED MOLDERS SALES GROUP

SALES $10 MILLION OR MORE				SALES $10 MILLION OR MORE		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
.2	.2	5.5	Freight Out & Warehousing	.9	.3	.2
1.4	1.6	1.4	Direct Packaging & Shipping Supplies	1.2	.4	.7
35.3	41.2	38.6	Direct Materials	44.0	31.9	44.5
10.3	11.4	11.0	Direct Labor	10.0	14.4	7.1
12.9	14.1	5.8	Indirect Labor	13.5	14.0	8.4
3.5	2.9	2.5	Utilities	2.3	3.0	2.5
11.1	3.8	5.7	Other Variable Mfg. Expense	1.8	8.8	7.7
4.0	2.8	3.7	Depreciation Expense	2.5	2.5	3.4
.7	1.1	.1	Lease Expense	0.0	.3	.3
2.8	.8	1.6	Other Fixed Mfg. Expense	6.1	4.1	.3
(.3)	(1.2)	(.1)	Net on Tool Transactions	(.2)	(.5)	.8
1.3	1.8	.8	Sales Commissions	.3	.4	.1
1.8	2.2	1.8	Other Sales Expense	8.5	2.9	4.0
8.8	1.3	5.9	Administrative Expense	1.8	7.1	5.9
.9	4.6	0.0	Engineering Expense	0.0	1.0	0.0
.2	0.0	0.0	Research & Development Expense	0.0	.6	.2
5.1	11.4	15.7	Operating Earnings	7.3	8.8	13.9
1.1	4.3	2.9	Interest	3.4	1.4	.2
.3	.6	.3	Misc. (Income) or Expense	.3	.6	1.9
3.7	7.4	12.5	Profit Before Income Taxes	3.6	6.8	11.8
.5	2.8	2.0	Federal Income Tax	1.3	1.7	1.7
0.0	.3	.4	Other Income Taxes	.4	0.0	.2
3.2	4.3	10.1	PROFIT AFTER INCOME TAXES	1.9	5.1	9.9
193.4	205.2	234.1	Sales as Percentage of Total Assets	182.1	237.5	240.9
			Balance Sheets			
1.6	.8	.5	Cash & Equivalents	.5	.9	10.6
24.0	29.9	25.6	Accounts & Notes Receivable	21.9	33.1	17.6
11.4	6.2	7.7	Raw Material Inventory	2.2	8.2	4.6
1.8	3.5	6.0	Work in Process Inventory	7.7	3.4	7.3
4.8	8.5	5.9	Finished Goods Inventory	3.6	8.5	2.9
0.0	2.3	0.0	LIFO Reserve	0.0	0.0	0.0
.2	.2	2.6	Packaging & Shipping Supplies	.7	.2	0.0
3.1	2.7	1.0	Other Current Assets	7.6	1.9	.4
46.9	54.1	49.3	CURRENT ASSETS	44.2	56.2	43.4
19.9	21.0	14.6	Land & Buildings, at Cost	21.4	24.7	18.8
4.5	7.7	4.4	Depreciation Reserve	7.2	7.7	4.1
65.5	53.6	71.1	Machinery & Equipment, at Cost	39.3	46.9	47.0
30.2	27.7	39.6	Depreciation Reserve	19.1	22.2	21.6
0.0	2.0	0.0	Molds, Tools, & Dies, at Cost	6.0	4.0	2.3
0.0	1.3	0.0	Depreciation Reserve	5.0	2.6	1.4
2.4	6.0	4.0	Other Long-Term Assets	20.4	.7	15.6
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
4.5	1.8	2.3	Current Portion of Term Debt	2.8	.5	1.4
14.0	13.0	1.6	Notes Payable	2.6	12.7	3.5
13.8	16.1	9.8	Accounts Payable, Trade	9.5	5.9	8.2
7.1	8.8	4.8	Other Payables & Accruals	2.6	10.0	10.6
.8	2.0	3.8	Provision for Income Taxes	2.1	4.3	1.2
40.2	41.7	22.3	CURRENT LIABILITIES	19.6	33.4	24.9
3.4	.1	0.0	Real Estate Mortgages	1.4	1.7	0.0
19.5	12.6	28.9	Other Long-Term Debt	14.1	.6	3.8
63.1	54.4	51.2	TOTAL LIABILITIES	35.1	35.7	28.7
36.9	45.6	48.8	EQUITY (NET WORTH)	64.9	64.3	71.3
			Statistical Data			
$62,149	$72,048	$83,300	Net Sales/Number of All Employees	$68,475	$66,542	$83,302
44.2%	59.9%	80.5%	Prod. Man Hrs./Available Mach. Hrs.	45.9%	65.5%	61.0%
$31.84	$34.60	$49.96	Net Sales/All Employees Man Hours	$34.11	$24.20	$37.66
185.15%	264.12%	266.51%	Net Sales/Total Employment Costs	241.10%	266.12%	255.35%
$48.99	$84.82	NA	Net Sales/Production Worker Man Hrs.	$49.62	$57.07	$96.55
344.75%	544.24%	NA	Net Sales/Prod. Worker Emp. Costs	469.75%	435.35%	645.50%
$.55	$.58	NA	Net Sales—Cost of Matls./lbs. Proc.	$.43	$.43	$.73
$.36	$.34	NA	Total Mfg. Payroll/lbs. Processed	$.20	$.14	$.21
5.3%	6.8%	3.8%	Percent Change in Sales, '86 vs '85	(.2)%	7.4%	16.9%
41.3	45.6	40.2	Cost of Sales/Inventory	32.9	38.7	29.8
55	53	40	Average Collection Period	44	51	29
7.2%	15.2%	29.3%	Profit Before Income Taxes/Assets	6.6%	16.2%	28.4%
5.3%	10.9%	20.3%	Profit Before Income Taxes/Gross Assets	5.0%	12.2%	22.4%
10.3%	10.5%	22.4%	Cash Return/Gross Assets	6.1%	13.6%	25.2%
16.8%	19.4%	48.5%	Net Income/Equity	5.3%	16.8%	33.4%
$.36	$.35	NA	Processing Costs*/lbs. Processed	$.27	$.28	$.36

*PBIT less than 7.4 percent
**PBIT more than 7.4 percent

*PBIT less than 6.8 percent
**PBIT more than 6.8 percent

CUSTOM EXTRUSION PROCESSORS BY SALES GROUPS

SALES $10 MILLION OR MORE				SALES $10 MILLION OR MORE		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
.8	3.2	.7	Freight Out & Warehousing	1.0	.2	.7
1.6	1.1	.9	Direct Packaging & Shipping Supplies	2.1	1.5	2.0
56.7	49.0	41.6	Direct Materials	43.7	37.1	40.5
6.5	5.9	6.7	Direct Labor	12.4	11.7	10.6
7.2	3.1	6.5	Indirect Labor	8.1	8.5	6.4
4.8	2.8	2.0	Utilities	2.2	2.0	2.5
3.1	6.7	5.6	Other Variable Mfg. Expense	6.5	8.8	5.6
1.8	3.0	2.9	Depreciation Expense	2.8	3.3	3.2
.2	0.0	.2	Lease Expense	.2	.4	.2
7.1	1.3	3.6	Other Fixed Mfg. Expense	2.8	5.5	6.4
.4	(.1)	0.0	Net on Tool Transactions	.2	(.2)	(.8)
5.7	7.0	.7	Sales Commissions	.6	.8	.5
3.4	5.4	3.4	Other Sales Expense	2.8	3.5	1.6
7.0	4.8	4.3	Administrative Expense	5.9	4.2	4.6
0.0	0.0	.2	Engineering Expense	.4	.2	1.1
1.4	.2	1.5	Research & Development Expense	.6	.9	1.0
(7.7)	6.7	19.2	Operating Earnings	7.7	11.6	14.6
.4	.7	2.9	Interest	1.2	1.3	.2
1.4	.1	.5	Misc. (Income) or Expense	.5	1.4	.1
(9.5)	5.9	15.8	Profit Before Income Taxes	6.0	8.9	14.3
1.0	.5	5.2	Federal Income Tax	1.2	1.7	2.7
(2.6)	1.0	.7	Other Income Taxes	.2	.4	.4
(7.9)	4.4	9.9	PROFIT AFTER INCOME TAXES	4.6	6.8	11.2
206.0	229.4	251.6	Sales as Percentage of Total Assets	171.8	162.4	170.3
			Balance Sheets			
17.1	.3	3.0	Cash & Equivalents	1.2	2.8	2.1
23.8	25.4	26.6	Accounts & Notes Receivable	20.7	18.7	18.2
15.3	19.7	6.9	Raw Material Inventory	16.9	10.2	13.3
.3	1.0	3.7	Work in Process Inventory	.8	4.2	1.6
7.1	5.2	6.5	Finished Goods Inventory	3.3	4.2	2.6
7.1	.4	1.2	LIFO Reserve	.6	.8	0.0
.3	0.0	.1	Packaging & Shipping Supplies	1.3	1.4	2.8
3.4	.7	8.6	Other Current Assets	1.4	3.5	1.2
60.2	51.9	54.2	CURRENT ASSETS	45.0	44.2	41.8
16.0	17.4	21.6	Land & Buildings, at Cost	18.4	14.8	24.8
6.5	2.9	7.3	Depreciation Reserve	4.5	4.8	15.4
47.2	53.1	63.0	Machinery & Equipment, at Cost	48.2	47.6	56.7
27.8	20.9	34.4	Depreciation Reserve	8.1	10.0	17.0
.7	.7	3.7	Molds, Tools, & Dies, at Cost	2.1	2.9	.7
.7	.5	2.8	Depreciation Reserve	1.7	2.3	.3
10.9	1.2	1.0	Other Long-Term Assets	.6	7.6	8.7
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
7.5	1.8	1.3	Current Portion of Term Debt	2.3	.1	.9
0.0	3.6	0.0	Notes Payable	4.1	1.7	3.0
14.1	17.9	17.6	Accounts Payable, Trade	20.2	24.5	7.6
9.1	16.4	6.6	Other Payables & Accruals	8.9	8.8	5.4
.7	0.0	.5	Provision for Income Taxes	1.6	3.8	4.6
31.4	39.7	26.0	CURRENT LIABILITIES	37.1	38.9	21.5
0.0	0.0	0.0	Real Estate Mortgages	0.0	0.0	0.0
14.5	8.1	19.2	Other Long-Term Debt	19.6	9.7	23.5
45.9	47.8	45.2	TOTAL LIABILITIES	56.7	48.6	45.0
54.1	52.2	54.8	EQUITY (NET WORTH)	43.3	51.4	55.0
			Statistical Data			
$69,363	$51,492	$114,665	Net Sales/Number of All Employees	$55,276	$64,830	$77,983
52.8%	85.7%	51.6%	Prod. Man Hrs./Available Mach. Hrs.	47.5%	61.5%	63.1%
$45.80	$91.10	$68.60	Net Sales/All Employees Man Hours	$42.61	$41.39	$48.76
292.91%	403.16%	515.88%	Net Sales/Total Employment Costs	260.77%	275.54%	298.50%
$81.44	$71.13	$116.03	Net Sales/Production Worker Man Hrs.	$64.99	$65.35	$67.88
430.0%	424.39%	592.80%	Net Sales/Prod. Worker Emp. Costs	459.51%	511.83%	572.00%
$.29	$.36	$.27	Net Sales—Cost of Matls./lbs. Proc.	$1.01	$1.07	$1.09
$.13	$.10	$.16	Total Mfg. Payroll/lbs. Processed	$.53	$.53	$.36
10.6%	12.7%	12.8%	Percent Change in Sales, '86 vs '85	11.3%	14.6%	10.9%
30.9	53.3	32.6	Cost of Sales/Inventory	53.0%	50.6%	48.0%
42	40	39	Average Collection Period	44.0	42.0	39.1
(19.6)%	13.5%	39.8%	Profit Before Income Taxes/Assets	10.3%	14.5%	24.4%
(13.8)%	10.9%	27.3%	Profit Before Income Taxes/Gross Assets	9.0%	12.3%	18.4%
(8.8)%	13.6%	22.1%	Cash Return/Gross Assets	11.1%	13.9%	18.5%
(30.1)%	19.3%	45.5%	Net Income/Equity	18.3%	21.5%	34.7%
$.18	$.15	$.16	Processing Costs*/lbs. Processed	$.62	$.68	$.82

*PBIT less than 5.9 percent
**PBIT more than 5.9 percent

CUSTOM OTHER BY SALES GROUPS

*PBIT less than 8.9 percent
**PBIT more than 8.9 percent

PLASTICS PROCESSING INDUSTRY BY SALES GROUPS

SALES LESS THAN $5 MILLION				SALES $5–$10 MILLION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
.9	.5	.9	Less Adjustments & Allowances	.8	1.1	.6
99.1	99.5	99.1	Net Sales	99.2	98.9	99.4
39.1	37.4	40.7	Direct Materials	39.2	38.5	39.4
8.8	15.8	9.6	Direct Labor	13.6	8.8	7.1
7.8	6.8	5.5	Indirect Labor	11.0	8.4	5.5
3.0	3.6	3.7	Utilities	3.0	4.8	3.3
3.3	2.7	3.0	Depreciation	4.5	3.3	2.4
28.8	16.9	11.9	Other Mfg. Expense	9.7	11.4	6.8
4.7	(.7)	.6	Net on Tool Transactions	(.4)	.1	.4
5.5	3.5	4.6	Selling Expenses	7.4	5.0	4.3
10.2	11.0	10.1	Administrative Expense	8.8	8.5	7.6
(12.1)	2.5	9.4	Operating Earnings	2.4	10.1	22.6
2.9	1.9	1.6	Other Income or (Expense)	1.7	3.2	2.5
(15.0)	.6	7.8	Profit Before Income Taxes	.7	6.9	20.1
(2.0)	.1	2.2	Income Taxes	.4	2.4	4.1
(13.0)	.5	5.6	PROFIT AFTER INCOME TAXES	.3	4.6	16.0
187.2	184.7	184.9	Sales as Percentage of Total Assets	181.8	185.6	185.8
			Balance Sheets			
7.2	3.8	18.0	Cash	3.6	11.6	3.5
23.0	22.1	16.7	Accounts & Notes Receivable	24.5	27.0	22.6
21.6	13.2	18.8	Inventory	19.4	22.0	19.6
7.6	1.8	4.9	Other Current Assets	3.3	2.8	19.2
59.4	40.9	58.4	CURRENT ASSETS	50.8	63.4	64.9
28.7	15.7	19.7	Land & Buildings, at Cost	25.0	18.2	18.0
10.3	4.5	3.7	Depreciation Reserve	5.6	6.5	13.6
44.5	63.3	57.9	Machinery & Equipment, at Cost	56.5	61.0	51.2
24.4	22.6	39.4	Depreciation Reserve	37.2	40.7	30.8
2.1	7.2	7.1	Other Long-Term Assets	10.5	4.6	10.3
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
8.0	10.9	10.6	Current Portion of Term Debt	10.7	5.8	1.9
20.2	18.1	13.5	Notes Payable	17.6	9.9	.1
21.1	19.1	12.7	Accounts Payable, Trade	15.3	13.3	15.0
9.0	13.0	9.3	Other Payables & Accruals	11.4	11.3	8.9
58.3	61.1	46.1	CURRENT LIABILITIES	55.0	43.3	25.9
3.1	1.2	4.4	Other Long-Term Debt	6.7	3.3	5.9
61.4	62.3	50.5	TOTAL LIABILITIES	61.7	46.6	31.8
38.6	37.7	49.5	EQUITY (NET WORTH)	38.3	53.4	68.2
			Statistical Data			
9.2%	5.1%	22.9%	Percent Change in Sales, '87 vs '86	18.5%	17.0%	22.4%
45.9	31.2	49.3	Cost of Sales/Inventory	47.6	56.7	59.1
44.8	43.7	33.0	Average Collection Period	49.2	53.1	44.4
(28.1)%	1.1%	14.4%	Profit Before Income Taxes/Assets	1.3%	12.8%	37.3%
(63.0)%	2.5%	20.9%	Net Income/Equity	1.4%	16.0%	43.6%

*PBIT less than .6 percent
**PBIT more than .6 percent

*PBIT less than 6.9 percent
**PBIT more than 6.9 percent

PLASTICS PROCESSING INDUSTRY BY SALES GROUPS

SURVEY NO. 26, 1987

SALES $10 MILLION OR MORE						
Less Profitable*	Median	More Profitable**	Operating Statements			
100.0	100.0	100.0	Net Sales			
1.0	.9	.8	Less Adjustments & Allowances			
99.0	99.1	99.2	Net Sales			
44.9	45.9	39.4	Direct Materials			
11.2	10.5	9.2	Direct Labor			
9.8	7.9	10.0	Indirect Labor			
2.9	3.8	3.0	Utilities			
3.1	3.1	4.1	Depreciation			
10.5	7.8	8.3	Other Mfg. Expense			
.1	.2	.2	Net on Tool Transactions			
5.7	4.5	4.6	Selling Expenses			
7.2	6.1	5.4	Administrative Expense			
3.6	10.3	15.0	Operating Earnings			
2.1	2.9	1.8	Other Income or (Expense)			
1.5	7.4	13.2	Profit Before Income Taxes			
.8	2.7	4.2	Income Taxes			
.7	4.7	9.0	PROFIT AFTER INCOME TAXES			
177.7	185.4	186.1	Sales as Percentage of Total Assets			
			Balance Sheets			
2.7	2.6	3.7	Cash			
23.3	24.9	25.0	Accounts & Notes Receivable			
17.8	15.4	17.7	Inventory			
3.7	3.1	3.5	Other Current Assets			
47.5	46.0	49.9	CURRENT ASSETS			
39.0	21.0	20.0	Land & Buildings, at Cost			
10.7	6.5	6.3	Depreciation Reserve			
55.3	58.0	71.9	Machinery & Equipment, at Cost			
35.9	24.7	41.2	Depreciation Reserve			
4.8	6.2	5.7	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
4.2	9.8	2.1	Current Portion of Term Debt			
6.3	7.9	1.9	Notes Payable			
14.9	16.4	11.6	Accounts Payable, Trade			
8.9	13.0	10.1	Other Payables & Accruals			
34.3	47.1	25.7	CURRENT LIABILITIES			
18.6	10.4	13.0	Other Long-Term Debt			
52.9	57.5	38.7	TOTAL LIABILITIES			
47.1	42.5	61.3	EQUITY (NET WORTH)			
			Statistical Data			
16.4%	13.4%	12.3%	Percent Change in Sales, '87 vs '86			
43.8	38.4	46.4	Cost of Sales/Inventory			
47.9	44.0	49.0	Average Collection Period			
2.7%	13.7%	24.6%	Profit Before Income Taxes/Assets			
2.6%	20.5%	27.3%	Net Income/Equity			

*PBIT less than 7.4 percent
**PBIT more than 7.4 percent

PROPRIETARY PROCESSORS BY SALES GROUPS

SURVEY NO. 26, 1987

SALES LESS THAN $5 MILLION				SALES $5–$10 MILLION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
.8	1.1	2.5	Less Adjustments & Allowances	.6	.7	.6
99.2	98.9	97.5	Net Sales	99.4	99.3	99.4
49.4	48.9	49.5	Direct Materials	35.9	33.2	37.0
7.4	11.3	8.0	Direct Labor	10.4	14.0	9.4
3.9	6.9	5.2	Indirect Labor	8.9	19.0	4.0
3.2	3.3	2.1	Utilities	3.0	3.6	1.7
2.4	2.8	1.5	Depreciation	4.7	5.0	2.8
14.9	6.6	6.2	Other Mfg. Expense	12.5	5.7	9.0
17.1	0	.7	Net on Tool Transactions	(.1)	1.3	.1
12.5	3.1	4.6	Selling Expenses	15.3	1.1	8.4
12.7	19.0	6.0	Administrative Expense	9.5	9.3	6.1
(24.3)	(3.0)	13.7	Operating Earnings	(.7)	7.1	20.9
4.6	1.4	3.5	Other Income or (Expense)	3.5	3.0	6.3
(28.9)	(4.4)	10.2	Profit Before Income Taxes	(4.2)	4.1	14.6
0	(.6)	3.0	Income Taxes	.3	.4	4.9
(28.9)	(3.8)	7.2	PROFIT AFTER INCOME TAXES	(4.5)	3.7	9.7
170.5	181.0	192.6	Sales as Percentage of Total Assets	149.9	235.4	300.9
			Balance Sheets			
15.2	3.7	5.9	Cash	2.4	14.4	5.1
26.0	36.9	16.2	Accounts & Notes Receivable	23.8	28.4	24.8
23.5	28.2	17.1	Inventory	20.2	25.9	25.0
3.4	.6	6.3	Other Current Assets	1.5	.3	.8
68.1	69.4	45.5	CURRENT ASSETS	47.9	69.0	55.7
19.7	20.3	27.5	Land & Buildings, at Cost	21.9	17.5	17.7
3.6	3.0	1.9	Depreciation Reserve	7.4	8.7	5.4
42.5	38.1	57.8	Machinery & Equipment, at Cost	85.0	49.6	64.2
26.8	26.6	34.7	Depreciation Reserve	55.8	31.5	33.5
.1	1.6	5.6	Other Long-Term Assets	8.4	4.1	1.3
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
4.6	2.3	15.6	Current Portion of Term Debt	6.4	3.0	1.0
12.0	1.2	15.5	Notes Payable	26.3	6.6	9.0
22.3	13.1	14.1	Accounts Payable, Trade	12.7	12.0	14.1
8.0	2.5	6.8	Other Payables & Accruals	6.7	6.5	4.9
46.9	19.1	52.2	CURRENT LIABILITIES	52.1	28.1	29.0
11.6	20.7	14.6	Other Long-Term Debt	2.3	6.2	3.6
58.5	39.8	66.8	TOTAL LIABILITIES	54.4	34.3	32.3
41.5	60.2	33.2	EQUITY (NET WORTH)	45.6	65.7	67.7
			Statistical Data			
3.5%	8.9%	34.3%	Percent Change in Sales, '87 vs '86	2.6%	(4.3)%	6.9%
61.3	70.3	43.3	Cost of Sales/Inventory	64.7	49.5	54.5
55.7	74.4	30.7	Average Collection Period	57.9	44.0	30.1
(49.3)%	(8.0)%	19.6%	Profit Before Income Taxes/Assets	(6.3)%	9.7%	43.9%
(19.0)%	(11.4)%	41.8%	Net Income/Equity	(14.8)%	13.3%	43.1%

*PBIT less than −4.4 percent
**PBIT more than −4.4 percent

*PBIT less than 4.1 percent
**PBIT more than 4.1 percent

PROPRIETARY PROCESSORS BY SALES GROUPS

SURVEY NO. 26, 1987

SALES $10 MILLION OR MORE						
Less Profitable*	Median	More Profitable**	Operating Statements			
100.0	100.0	100.0	Net Sales			
1.3	1.2	2.0	Less Adjustments & Allowances			
98.7	98.8	98.0	Net Sales			
43.5	42.2	39.7	Direct Materials			
14.3	10.0	8.5	Direct Labor			
10.5	8.0	7.3	Indirect Labor			
3.6	2.8	3.4	Utilities			
3.6	3.2	5.3	Depreciation			
8.9	8.7	8.1	Other Mfg. Expense			
(.1)	0.0	(.1)	Net on Tool Transactions			
5.9	7.9	7.1	Selling Expenses			
6.1	7.4	5.2	Administrative Expense			
2.4	8.6	13.5	Operating Earnings			
1.6	1.6	1.2	Other Income or (Expense)			
.8	7.0	12.3	Profit Before Income Taxes			
.3	3.6	5.1	Income Taxes			
.5	3.4	7.2	PROFIT AFTER INCOME TAXES			
167.1	176.7	190.2	Sales as Percentage of Total Assets			
			Balance Sheets			
(.2)	2.9	4.6	Cash			
18.6	26.7	26.4	Accounts & Notes Receivable			
18.8	19.2	19.2	Inventory			
4.5	1.4	2.1	Other Current Assets			
41.7	50.2	52.3	CURRENT ASSETS			
75.9	18.1	22.3	Land & Buildings, at Cost			
56.5	6.2	6.9	Depreciation Reserve			
59.4	51.1	78.7	Machinery & Equipment, at Cost			
25.6	23.0	50.5	Depreciation Reserve			
5.1	9.8	4.1	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
4.0	2.9	1.3	Current Portion of Term Debt			
4.9	9.3	2.8	Notes Payable			
14.2	9.7	11.1	Accounts Payable, Trade			
8.9	17.4	10.6	Other Payables & Accruals			
32.0	39.3	25.8	CURRENT LIABILITIES			
24.6	6.5	6.8	Other Long-Term Debt			
56.6	45.8	32.6	TOTAL LIABILITIES			
43.4	54.2	67.4	EQUITY (NET WORTH)			
			Statistical Data			
6.9%	13.2%	22.2%	Percent Change in Sales, '87 vs '86			
47.9	52.1	49.5	Cost of Sales/Inventory			
40.6	55.2	50.7	Average Collection Period			
1.4%	12.4%	23.4%	Profit Before Income Taxes/Assets			
1.9%	11.1%	20.3%	Net Income/Equity			

*PBIT less than 7.0 percent
**PBIT more than 7.0 percent

CUSTOM PROCESSORS BY SALES GROUPS

SURVEY NO. 26, 1987

SALES LESS THAN $5 MILLION				SALES $5–$10 MILLION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
1.0	.3	.8	Less Adjustments & Allowances	.6	.9	.9
99.0	99.7	99.2	Net Sales	99.2	99.1	99.1
40.3	38.4	34.3	Direct Materials	41.1	41.1	52.4
14.1	14.5	12.8	Direct Labor	11.8	10.1	6.9
9.3	9.3	6.2	Indirect Labor	10.5	8.8	5.7
3.8	3.5	3.9	Utilities	4.6	2.7	4.5
3.5	3.7	4.1	Depreciation	4.5	3.2	1.7
16.0	12.6	11.9	Other Mfg. Expense	9.1	12.1	5.3
.1	(.8)	.7	Net on Tool Transactions	(.5)	(.2)	.6
5.7	4.9	4.3	Selling Expenses	5.2	3.2	3.9
13.5	9.8	11.5	Administrative Expense	9.1	8.5	6.2
(7.3)	3.8	9.5	Operating Earnings	3.8	9.6	11.9
1.9	2.0	1.9	Other Income or (Expense)	1.2	2.1	.9
(9.2)	1.8	7.6	Profit Before Income Taxes	2.6	7.5	11.0
(2.1)	.1	2.1	Income Taxes	.8	2.8	3.2
(7.1)	1.7	5.5	PROFIT AFTER INCOME TAXES	1.8	4.7	7.8
173.4	194.8	184.1	Sales as Percentage of Total Assets	189.4	188.4	222.4
			Balance Sheets			
4.0	4.3	8.5	Cash	3.8	10.0	2.1
24.9	18.5	27.8	Accounts & Notes Receivable	23.3	28.1	20.9
17.8	11.1	18.7	Inventory	18.3	20.0	17.3
8.1	2.1	5.2	Other Current Assets	3.6	3.5	4.5
54.8	36.0	60.2	CURRENT ASSETS	49.0	61.6	44.8
21.7	11.3	21.4	Land & Buildings, at Cost	24.5	14.1	22.5
9.0	4.8	3.6	Depreciation Reserve	5.7	3.1	4.1
50.0	64.6	56.1	Machinery & Equipment, at Cost	58.5	58.8	35.2
22.2	14.1	38.2	Depreciation Reserve	36.7	37.5	17.3
4.7	7.0	4.1	Other Long-Term Assets	10.4	6.1	18.9
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
12.2	19.1	13.1	Current Portion of Term Debt	11.9	5.5	1.7
20.6	13.6	10.8	Notes Payable	17.5	9.1	22.4
19.1	11.5	11.0	Accounts Payable, Trade	15.8	10.2	17.2
6.6	6.0	7.8	Other Payables & Accruals	11.2	8.5	6.0
58.5	50.2	42.7	CURRENT LIABILITIES	56.4	33.3	47.3
.4	1.4	4.6	Other Long-Term Debt	7.4	6.5	8.4
58.9	51.6	47.3	TOTAL LIABILITIES	63.8	39.8	55.7
41.1	48.4	52.7	EQUITY (NET WORTH)	36.2	60.2	44.3
			Statistical Data			
(9.4)%	4.1%	23.7%	Percent Change in Sales, '87 vs '86	22.3%	17.2%	36.8%
42.6	25.2	50.1	Cost of Sales/Inventory	42.7	49.1	36.7
52.4	34.7	55.1	Average Collection Period	44.9	54.4	34.3
(15.9)%	3.5%	14.0%	Profit Before Income Taxes/Assets	4.9%	14.1%	24.5%
(30.0)%	6.8%	19.2%	Net Income/Equity	9.4%	14.7%	39.2%

*PBIT less than 1.8 percent
**PBIT more than 1.8 percent

*PBIT less than 7.5 percent
**PBIT more than 7.5 percent

CUSTOM PROCESSORS BY SALES GROUPS **SURVEY NO. 26, 1987**

SALES $10 MILLION OR MORE						
Less Profitable*	Median	More Profitable**	Operating Statements			
100.0	100.0	100.0	Net Sales			
1.1	.5	1.8	Less Adjustments & Allowances			
98.9	99.5	98.2	Net Sales			
46.3	43.8	41.2	Direct Materials			
10.2	11.5	11.2	Direct Labor			
10.4	9.8	7.1	Indirect Labor			
2.6	2.6	2.6	Utilities			
3.1	2.8	3.2	Depreciation			
9.8	8.1	8.3	Other Mfg. Expense			
(.1)	.2	.1	Net on Tool Transactions			
6.5	4.2	2.9	Selling Expenses			
7.1	5.6	6.5	Administrative Expense			
3.0	10.9	15.1	Operating Earnings			
1.9	3.8	1.7	Other Income or (Expense)			
1.1	7.1	13.4	Profit Before Income Taxes			
.2	1.8	3.5	Income Taxes			
.9	5.3	9.9	PROFIT AFTER INCOME TAXES			
169.1	175.9	188.6	Sales as Percentage of Total Assets			
			Balance Sheets			
3.4	.8	4.3	Cash			
21.8	25.7	25.5	Accounts & Notes Receivable			
17.1	16.1	16.1	Inventory			
4.5	3.2	3.9	Other Current Assets			
46.8	45.8	49.8	CURRENT ASSETS			
45.2	29.7	20.2	Land & Buildings, at Cost			
22.8	5.2	6.8	Depreciation Reserve			
56.6	46.6	68.5	Machinery & Equipment, at Cost			
32.2	22.2	37.8	Depreciation Reserve			
6.4	5.3	6.1	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
4.0	8.4	2.0	Current Portion of Term Debt			
4.3	10.8	1.6	Notes Payable			
12.9	18.4	12.9	Accounts Payable, Trade			
7.3	12.6	10.5	Other Payables & Accruals			
28.5	50.2	27.0	CURRENT LIABILITIES			
17.3	14.2	14.9	Other Long-Term Debt			
45.8	64.4	41.9	TOTAL LIABILITIES			
54.2	35.6	58.1	EQUITY (NET WORTH)			
			Statistical Data			
18.2%	13.7%	7.5%	Percent Change in Sales, '87 vs '86			
44.2	42.2	41.3	Cost of Sales/Inventory			
47.1	53.3	49.4	Average Collection Period			
1.9%	12.5%	25.3%	Profit Before Income Taxes/Assets			
2.8%	26.2%	32.1%	Net Income/Equity			

*PBIT less than 7.1 percent
**PBIT more than 7.1 percent

CUSTOM INJECTION MOLDERS BY SALES GROUPS

SALES LESS THAN $5 MILLION				SALES $5–$10 MILLION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
.5	.6	1.2	Less Adjustments & Allowances	1.6	.4	.7
99.5	99.4	98.8	Net Sales	98.4	99.6	99.3
39.7	38.6	35.0	Direct Materials	35.1	33.2	36.1
12.5	12.2	12.9	Direct Labor	12.9	12.0	11.0
14.7	4.9	10.5	Indirect Labor	17.6	14.2	10.2
4.7	4.9	3.5	Utilities	3.8	3.7	2.8
4.9	5.9	6.9	Depreciation	3.4	4.8	3.6
7.3	13.1	9.7	Other Mfg. Expense	9.2	7.5	11.2
(.8)	(.4)	1.9	Net on Tool Transactions	.7	.5	.5
8.8	6.0	1.8	Selling Expenses	8.0	5.7	3.5
14.7	10.5	6.4	Administrative Expense	5.8	10.1	10.9
(7.0)	3.7	10.2	Operating Earnings	1.9	7.9	9.5
1.5	1.1	.9	Other Income or (Expense)	.3	3.3	1.1
(8.5)	2.6	9.3	Profit Before Income Taxes	1.6	4.6	8.4
(.7)	.6	3.2	Income Taxes	.2	1.3	3.6
(7.8)	2.0	6.1	PROFIT AFTER INCOME TAXES	1.4	3.3	4.8
149.4	196.4	199.5	Sales as Percentage of Total Assets	172.5	188.4	198.7
			Balance Sheets			
6.1	3.3	13.1	Cash	.7	.5	11.5
18.2	20.4	27.8	Accounts & Notes Receivable	30.8	15.4	23.3
11.7	12.5	17.7	Inventory	22.6	12.3	21.9
16.9	5.2	5.7	Other Current Assets	1.2	.6	6.6
52.9	41.4	64.3	CURRENT ASSETS	55.3	29.0	63.3
24.1	10.6	8.2	Land & Buildings, at Cost	14.7	15.8	9.5
9.0	2.3	3.1	Depreciation Reserve	4.4	2.6	4.3
63.1	67.6	70.6	Machinery & Equipment, at Cost	75.2	66.7	63.6
32.6	21.1	46.0	Depreciation Reserve	45.0	18.2	39.9
1.5	3.8	6.0	Other Long-Term Assets	4.2	9.3	7.8
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
7.5	10.1	5.6	Current Portion of Term Debt	6.3	11.9	4.7
21.0	13.3	13.3	Notes Payable	18.6	18.8	13.8
14.4	11.9	9.3	Accounts Payable, Trade	17.2	11.3	12.6
10.2	12.9	10.9	Other Payables & Accruals	12.5	9.1	19.2
53.1	48.2	39.1	CURRENT LIABILITIES	54.6	51.1	50.3
1.0	.7	1.8	Other Long-Term Debt	2.8	4.6	1.4
54.1	48.9	40.9	TOTAL LIABILITIES	57.4	55.7	51.7
45.9	51.1	59.1	EQUITY (NET WORTH)	42.6	44.3	48.3
			Statistical Data			
(24.2)%	7.9%	11.9%	Percent Change in Sales, '87 vs '86	11.7%	17.3%	17.1%
33.9	28.9	40.6	Cost of Sales/Inventory	57.2	31.4	53.2
44.5	37.9	50.9	Average Collection Period	65.2	29.8	42.8
(12.7)%	5.1%	18.6%	Profit Before Income Taxes/Assets	2.8%	8.7%	16.7%
(25.4)%	7.7%	20.6%	Net Income/Equity	5.7%	14.0%	19.7%

*PBIT less than 2.6 percent
**PBIT more than 2.6 percent

*PBIT less than 4.6 percent
**PBIT more than 4.6 percent

CUSTOM INJECTION MOLDERS BY SALES GROUPS

SURVEY NO. 26, 1987

SALES $10 MILLION OR MORE			Operating Statements			
Less Profitable*	Median	More Profitable**				
100.0	100.0	100.0	Net Sales			
.2	.2	5.5	Less Adjustments & Allowances			
99.8	99.8	94.5	Net Sales			
36.7	42.8	40.0	Direct Materials			
10.3	11.4	11.0	Direct Labor			
12.9	14.1	5.8	Indirect Labor			
3.5	2.9	2.5	Utilities			
4.0	2.8	3.7	Depreciation			
14.6	5.7	7.4	Other Mfg. Expense			
(.3)	(1.2)	(.1)	Net on Tool Transactions			
3.1	4.0	2.6	Selling Expenses			
9.9	5.9	5.9	Administrative Expense			
5.1	11.4	15.7	Operating Earnings			
1.4	4.0	3.2	Other Income or (Expense)			
3.7	7.4	12.5	Profit Before Income Taxes			
.5	3.1	2.4	Income Taxes			
3.2	4.3	10.1	PROFIT AFTER INCOME TAXES			
193.4	205.2	234.1	Sales as Percentage of Total Assets			
			Balance Sheets			
1.6	.8	.5	Cash			
24.0	29.9	25.6	Accounts & Notes Receivable			
18.0	20.5	19.6	Inventory			
3.3	2.9	3.6	Other Current Assets			
46.9	54.1	49.3	CURRENT ASSETS			
19.9	21.0	14.6	Land & Buildings, at Cost			
4.5	7.7	4.4	Depreciation Reserve			
65.5	55.6	71.1	Machinery & Equipment, at Cost			
30.2	29.0	39.6	Depreciation Reserve			
2.4	6.0	9.0	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
4.5	1.8	2.3	Current Portion of Term Debt			
14.0	13.0	1.6	Notes Payable			
13.8	16.1	9.8	Accounts Payable, Trade			
7.9	10.8	8.6	Other Payables & Accruals			
40.2	41.7	22.3	CURRENT LIABILITIES			
22.9	12.7	28.9	Other Long-Term Debt			
63.1	54.4	51.2	TOTAL LIABILITIES			
36.9	45.6	48.8	EQUITY (NET WORTH)			
			Statistical Data			
5.3%	6.8%	3.8%	Percent Change in Sales, '87 vs '86			
41.3	45.6	40.2	Cost of Sales/Inventory			
45.3	53.2	39.9	Average Collection Period			
7.2%	15.2%	29.3%	Profit Before Income Taxes/Assets			
16.8%	19.4%	48.5%	Net Income/Equity			

*PBIT less than 7.4 percent
**PBIT more than 7.4 percent

CUSTOM COMPRESSION & REINFORCED MOLDERS BY SALES GROUPS

SURVEY NO. 26, 1987

SALES LESS THAN $5 MILLION				SALES $5–$10 MILLION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
3.1	.3	.3	Less Adjustments & Allowances	.7	.6	2.3
96.9	99.7	99.7	Net Sales	99.3	99.4	97.7
36.0	40.2	34.6	Direct Materials	39.3	36.1	25.0
24.6	19.4	15.1	Direct Labor	14.9	17.6	11.7
9.8	10.2	4.4	Indirect Labor	6.1	25.9	15.1
3.7	2.1	2.0	Utilities	3.6	3.6	3.3
1.4	1.4	1.8	Depreciation	2.1	1.5	4.4
9.3	11.4	14.8	Other Mfg. Expense	15.6	1.0	15.4
(.3)	.5	6.4	Net on Tool Transactions	(1.4)	2.5	(2.8)
2.9	2.2	4.2	Selling Expenses	2.0	1.0	3.2
14.1	11.0	9.4	Administrative Expense	11.2	3.9	8.5
(4.6)	1.3	7.0	Operating Earnings	5.9	6.3	13.9
(.5)	.2	1.8	Other Income or (Expense)	3.9	2.0	5.3
(4.1)	1.1	5.2	Profit Before Income Taxes	2.0	4.3	8.6
(.2)	.1	.4	Income Taxes	.1	2.0	0.0
(3.9)	1.0	4.3	PROFIT AFTER INCOME TAXES	1.9	2.3	8.6
182.6	225.0	265.6	Sales as Percentage of Total Assets	191.7	295.0	296.8
			Balance Sheets			
3.6	4.5	2.7	Cash	0	1.3	19.0
42.7	13.3	38.8	Accounts & Notes Receivable	10.4	35.4	23.3
28.7	14.3	19.6	Inventory	18.9	40.3	10.5
2.4	.6	3.2	Other Current Assets	1.7	0.0	.9
77.4	32.7	64.3	CURRENT ASSETS	31.0	40.3	53.7
46.6	34.1	17.0	Land & Buildings, at Cost	46.1	25.8	15.5
40.0	8.1	5.6	Depreciation Reserve	2.4	6.2	5.0
26.9	54.8	34.4	Machinery & Equipment, at Cost	7.2	62.2	63.6
21.9	14.7	17.6	Depreciation Reserve	2.9	29.4	41.8
11.0	1.2	7.5	Other Long-Term Assets	21.0	7.3	14.0
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
19.9	14.8	2.6	Current Portion of Term Debt	8.2	6.4	2.7
21.3	28.4	25.6	Notes Payable	6.9	13.1	19.4
19.8	18.5	14.2	Accounts Payable, Trade	11.8	18.1	5.9
1.8	2.2	12.1	Other Payables & Accruals	4.9	8.4	5.9
62.8	63.9	54.5	CURRENT LIABILITIES	31.8	46.0	33.9
.2	.8	1.9	Other Long-Term Debt	62.7	8.0	.8
63.0	64.7	56.4	TOTAL LIABILITIES	94.5	54.0	34.7
37.0	35.3	43.6	EQUITY (NET WORTH)	5.5	46.0	65.3
			Statistical Data			
2.3%	12.4%	15.1%	Percent Change in Sales, '87 vs '86	26.0%	(1.6)%	4.9%
65.3	27.3	36.9	Cost of Sales/Inventory	43.7	57.8	16.7
85.3	21.6	53.3	Average Collection Period	19.8	43.8	28.7
(7.5)%	2.5%	13.8%	Profit Before Income Taxes/Assets	3.8%	12.7%	25.5%
(19.2)%	6.4%	26.2%	Net Income/Equity	66.2%	14.8%	39.1%

*PBIT less than 1.1 percent
**PBIT more than 1.1 percent

*PBIT less than 4.3 percent
**PBIT more than 4.3 percent

CUSTOM COMPRESSION & REINFORCED MOLDERS BY SALES GROUPS

SURVEY NO. 26, 1987

SALES $10 MILLION OR MORE						
Less Profitable*	Median	More Profitable**	Operating Statements			
100.0	100.0	100.0	Net Sales			
.9	.3	.2	Less Adjustments & Allowances			
99.1	99.7	99.8	Net Sales			
45.2	32.3	45.2	Direct Materials			
10.0	14.4	7.1	Direct Labor			
13.5	14.0	8.4	Indirect Labor			
2.3	3.0	2.5	Utilities			
2.5	2.5	3.4	Depreciation			
7.9	13.2	8.3	Other Mfg. Expense			
(.2)	(.5)	.8	Net on Tool Transactions			
8.8	3.3	4.1	Selling Expenses			
1.8	8.7	6.1	Administrative Expense			
7.3	8.8	13.9	Operating Earnings			
3.7	2.0	2.1	Other Income or (Expense)			
3.6	6.8	11.8	Profit Before Income Taxes			
1.7	1.7	1.9	Income Taxes			
1.9	5.1	9.9	PROFIT AFTER INCOME TAXES			
182.1	237.5	240.9	Sales as Percentage of Total Assets			
			Balance Sheets			
.5	.9	10.6	Cash			
21.9	33.1	17.6	Accounts & Notes Receivable			
13.5	20.1	14.8	Inventory			
8.3	2.1	.4	Other Current Assets			
44.2	56.2	43.4	CURRENT ASSETS			
21.4	24.7	18.8	Land & Buildings, at Cost			
7.2	7.7	4.1	Depreciation Reserve			
45.3	50.9	49.3	Machinery & Equipment, at Cost			
24.1	24.8	23.0	Depreciation Reserve			
20.4	.7	15.6	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
2.8	.5	1.4	Current Portion of Term Debt			
2.6	12.7	3.5	Notes Payable			
9.5	5.9	8.2	Accounts Payable, Trade			
4.7	14.3	11.8	Other Payables & Accruals			
19.6	33.4	24.9	CURRENT LIABILITIES			
15.5	2.3	3.8	Other Long-Term Debt			
35.1	35.7	28.7	TOTAL LIABILITIES			
64.9	64.3	71.3	EQUITY (NET WORTH)			
			Statistical Data			
(.2)%	7.4%	16.9%	Percent Change in Sales, '87 vs '86			
32.9	38.7	29.8	Cost of Sales/Inventory			
43.9	50.9	26.7	Average Collection Period			
6.6%	16.2%	28.4%	Profit Before Income Taxes/Assets			
5.3%	18.8%	33.4%	Net Income/Equity			

*PBIT less than 6.8 percent
**PBIT more than 6.8 percent

CUSTOM EXTRUSION PROCESSORS BY SALES GROUPS

SURVEY NO. 26, 1987

SALES LESS THAN $5 MILLION			Operating Statements	SALES $5–$10 MILLION		
Less Profitable*	Median	More Profitable**		Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
1.2	1.8	.4	Less Adjustments & Allowances	.4	1.3	1.2
98.8	98.2	99.6	Net Sales	99.6	98.7	98.8
38.2	50.7	37.9	Direct Materials	56.1	43.1	42.9
14.8	13.0	14.2	Direct Labor	9.4	9.7	6.7
8.7	2.8	1.1	Indirect Labor	7.8	11.3	6.0
3.8	3.5	1.9	Utilities	2.3	1.9	2.2
2.7	3.0	3.0	Depreciation	2.5	1.0	3.1
19.6	8.1	11.8	Other Mfg. Expense	3.9	6.9	7.1
0.0	1.0	0.0	Net on Tool Transactions	0.0	2.3	.4
5.7	4.9	7.4	Selling Expenses	5.2	5.1	2.9
9.9	9.4	16.0	Administrative Expense	3.7	4.9	8.0
(4.6)	1.8	6.3	Operating Earnings	8.7	12.5	19.4
2.6	3.6	1.1	Other Income or (Expense)	3.2	(3.5)	2.4
(7.2)	(1.8)	5.2	Profit Before Income Taxes	5.5	16.0	17.1
(2.3)	(.7)	0.0	Income Taxes	1.3	3.6	3.9
(4.9)	(1.1)	5.2	PROFIT AFTER INCOME TAXES	4.2	12.4	13.1
221.8	244.0	293.0	Sales as Percentage of Total Assets	157.9	166.0	182.2
			Balance Sheets			
6.3	1.5	.4	Cash	2.7	2.2	4.9
27.1	42.1	33.3	Accounts & Notes Receivable	24.5	10.4	15.5
22.3	16.1	33.7	Inventory	22.1	9.8	19.8
7.5	.3	.5	Other Current Assets	1.3	1.9	.7
63.2	60.0	67.9	CURRENT ASSETS	60.6	24.3	40.9
35.7	21.3	0.0	Land & Buildings, at Cost	12.0	13.0	28.7
10.1	8.6	0.0	Depreciation Reserve	1.7	2.1	10.5
37.0	97.1	63.7	Machinery & Equipment, at Cost	57.0	34.6	73.6
27.1	69.9	56.9	Depreciation Reserve	50.6	11.3	54.1
1.3	.1	25.3	Other Long-Term Assets	12.6	41.5	21.4
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
11.1	4.9	0.0	Current Portion of Term Debt	10.1	11.8	.9
19.1	17.6	9.2	Notes Payable	14.7	18.2	20.7
21.6	20.1	7.6	Accounts Payable, Trade	18.7	17.9	19.0
6.3	1.9	34.6	Other Payables & Accruals	9.7	4.4	8.6
58.1	44.5	51.4	CURRENT LIABILITIES	53.2	52.3	49.2
0.0	1.6	0.0	Other Long-Term Debt	1.9	.4	1.6
58.1	46.1	51.4	TOTAL LIABILITIES	55.1	52.7	50.8
41.9	53.9	48.6	EQUITY (NET WORTH)	44.9	47.3	49.2
			Statistical Data			
(4.8)%	1.0%	9.3%	Percent Change in Sales, '87 vs '86	9.1%	6.0%	37.2%
41.2	29.1	59.7	Cost of Sales/Inventory	62.0	28.7	57.2
44.6	62.9	41.5	Average Collection Period	79.7	22.8	31.1
(16.0)%	.3%	15.2%	Profit Before Income Taxes/Assets	8.7%	26.6%	31.0%
(25.9)%	(5.0)%	31.3%	Net Income/Equity	14.8%	43.5%	48.5%

*PBIT less than 1.8 percent
**PBIT more than 1.8 percent

*PBIT less than 16.0 percent
**PBIT more than 16.0 percent

CUSTOM EXTRUSION PROCESSORS BY SALES GROUPS

SURVEY NO. 26, 1987

SALES $10 MILLION OR MORE						
Less Profitable*	Median	More Profitable**	Operating Statements			
100.0	100.0	100.0	Net Sales			
.8	3.2	.7	Less Adjustments & Allowances			
99.2	96.8	99.3	Net Sales			
58.3	50.1	42.5	Direct Materials			
6.5	5.9	6.7	Direct Labor			
7.2	3.1	6.5	Indirect Labor			
4.8	2.8	2.0	Utilities			
1.8	3.0	2.9	Depreciation			
10.4	8.0	9.4	Other Mfg. Expense			
.4	(.1)	0.0	Net on Tool Transactions			
9.1	12.4	4.1	Selling Expenses			
8.4	5.0	6.0	Administrative Expense			
(7.7)	6.7	19.2	Operating Earnings			
1.8	.8	3.4	Other Income or (Expense)			
(9.5)	5.9	15.8	Profit Before Income Taxes			
(1.6)	1.5	5.9	Income Taxes			
(7.9)	4.4	9.9	PROFIT AFTER INCOME TAXES			
206.0	229.4	251.6	Sales as Percentage of Total Assets			
			Balance Sheets			
17.1	.3	3.0	Cash			
23.8	25.4	26.6	Accounts & Notes Receivable			
15.6	25.5	15.9	Inventory			
3.7	.7	8.7	Other Current Assets			
60.2	51.9	54.2	CURRENT ASSETS			
16.0	17.4	21.6	Land & Buildings, at Cost			
6.5	2.9	7.3	Depreciation Reserve			
47.9	53.8	67.7	Machinery & Equipment, at Cost			
26.5	21.4	37.2	Depreciation Reserve			
10.9	1.2	1.0	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
7.5	1.8	1.3	Current Portion of Term Debt			
0.0	3.6	0.0	Notes Payable			
14.1	17.9	17.6	Accounts Payable, Trade			
9.8	16.4	7.1	Other Payables & Accruals			
31.4	39.7	26.0	CURRENT LIABILITIES			
14.5	8.1	19.2	Other Long-Term Debt			
45.9	47.8	45.2	TOTAL LIABILITIES			
54.1	52.2	54.8	EQUITY (NET WORTH)			
			Statistical Data			
10.6%	12.7%	12.8%	Percent Change in Sales, '87 vs '86			
30.9	53.3	32.6	Cost of Sales/Inventory			
42.2	40.4	38.6	Average Collection Period			
(19.6)%	13.5%	39.8%	Profit Before Income Taxes/Assets			
(30.1)%	19.3%	45.5%	Net Income/Equity			

*PBIT less than 5.9 percent
**PBIT more than 5.9 percent

CUSTOM THERMOFORM PROCESSORS BY SALES GROUPS

SURVEY NO. 26, 1987

SALES LESS THAN $5 MILLION			Operating Statements	SALES $5–$10 MILLION		
Less Profitable*	Median	More Profitable**		Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
0.0	.3	.4	Less Adjustments & Allowances	.7	.9	0.0
100.0	99.7	99.6	Net Sales	99.3	99.1	100.0
57.8	49.1	40.4	Direct Materials	39.3	42.4	56.0
12.2	14.2	12.0	Direct Labor	14.2	6.7	7.0
3.3	5.1	3.6	Indirect Labor	6.1	6.8	0.0
6.9	3.5	5.4	Utilities	3.6	7.0	12.0
3.2	3.2	2.2	Depreciation	2.1	.8	0.0
22.6	11.5	7.7	Other Mfg. Expense	15.6	12.4	0.0
(6.3)	(.1)	.4	Net on Tool Transactions	(1.4)	1.7	0.0
8.6	5.9	8.1	Selling Expenses	2.0	4.6	2.0
9.8	5.3	6.4	Administrative Expense	11.9	8.7	4.0
(18.1)	2.0	13.4	Operating Earnings	5.9	8.0	19.0
5.6	0.0	3.5	Other Income or (Expense)	3.9	0.0	2.0
(23.7)	2.0	9.9	Profit Before Income Taxes	2.0	8.0	17.0
(9.1)	.4	2.6	Income Taxes	0.0	2.3	7.0
(14.6)	1.6	7.3	PROFIT AFTER INCOME TAXES	2.0	5.7	10.0
122.5	186.8	200.7	Sales as Percentage of Total Assets	191.7	201.0	200.0
			Balance Sheets			
7.0	7.4	6.3	Cash	0.0	4.7	0.0
26.9	26.5	27.2	Accounts & Notes Receivable	13.4	24.3	30.0
20.7	21.7	17.1	Inventory	15.9	24.3	20.0
3.7	.9	4.5	Other Current Assets	1.7	1.5	0.0
58.3	56.5	55.1	CURRENT ASSETS	31.0	54.8	50.0
27.3	21.5	22.5	Land & Buildings, at Cost	46.1	24.6	30.0
2.0	0.0	6.7	Depreciation Reserve	2.4	12.5	3.0
23.9	30.1	48.6	Machinery & Equipment, at Cost	7.2	57.6	22.0
14.0	12.9	23.4	Depreciation Reserve	2.9	28.2	2.0
6.5	4.8	3.9	Other Long-Term Assets	21.0	3.7	3.0
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
11.8	3.2	11.1	Current Portion of Term Debt	8.2	9.9	2.0
9.9	1.2	12.7	Notes Payable	6.9	21.0	31.0
18.7	11.6	14.8	Accounts Payable, Trade	11.8	23.3	25.0
3.5	6.9	7.5	Other Payables & Accruals	4.9	1.7	10.0
43.9	22.9	46.1	CURRENT LIABILITIES	31.8	55.9	68.0
26.1	37.2	2.5	Other Long-Term Debt	62.7	6.9	4.0
70.0	60.1	48.6	TOTAL LIABILITIES	94.5	62.8	72.0
30.0	39.9	51.4	EQUITY (NET WORTH)	5.5	37.2	28.0
			Statistical Data			
(1.1)%	9.7%	28.3%	Percent Change in Sales, '87 vs '86	26.0%	30.0%	100.0%
58.2	48.7	43.4	Cost of Sales/Inventory	37.1	57.3	48.6
80.2	51.8	49.4	Average Collection Period	25.5	44.1	54.7
(29.0)%	3.7%	19.9%	Profit Before Income Taxes/Assets	3.8%	16.1%	34.0%
(59.6)%	7.5%	28.5%	Net Income/Equity	69.7%	30.8%	71.4%

*PBIT less than 2.0 percent
**PBIT more than 2.0 percent

*PBIT less than 8.0 percent
**PBIT more than 8.0 percent

CUSTOM THERMOFORM PROCESSORS BY SALES GROUPS

SURVEY NO. 26, 1987

SALES $10 MILLION OR MORE						
Less Profitable*	Median	More Profitable**	Operating Statements			
100.0	100.0	100.0	Net Sales			
4.3	0.0	2.0	Less Adjustments & Allowances			
95.7	100.0	98.0	Net Sales			
40.5	45.7	39.9	Direct Materials			
12.5	10.8	73.1	Direct Labor			
8.4	7.4	6.4	Indirect Labor			
4.2	3.1	2.4	Utilities			
3.0	2.8	4.0	Depreciation			
12.0	10.1	11.6	Other Mfg. Expense			
(.1)	.9	.1	Net on Tool Transactions			
4.1	5.5	3.1	Selling Expenses			
8.0	6.4	8.4	Administrative Expense			
2.2	7.3	9.0	Operating Earnings			
2.4	.8	(.6)	Other Income or (Expense)			
(1.2)	6.5	9.6	Profit Before Income Taxes			
1.2	3.6	2.5	Income Taxes			
(1.4)	2.9	7.1	PROFIT AFTER INCOME TAXES			
157.3	203.8	223.0	Sales as Percentage of Total Assets			
			Balance Sheets			
.2	.5	12.1	Cash			
13.9	24.9	33.2	Accounts & Notes Receivable			
16.1	21.2	17.2	Inventory			
3.3	3.7	1.7	Other Current Assets			
33.5	50.3	64.2	CURRENT ASSETS			
26.5	21.6	21.6	Land & Buildings, at Cost			
6.5	4.2	9.3	Depreciation Reserve			
68.7	54.6	65.9	Machinery & Equipment, at Cost			
25.7	23.2	44.0	Depreciation Reserve			
3.5	.9	1.6	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
4.3	4.9	1.3	Current Portion of Term Debt			
.5	5.4	1.9	Notes Payable			
12.4	14.2	12.8	Accounts Payable, Trade			
9.8	22.0	14.8	Other Payables & Accruals			
27.0	46.5	30.8	CURRENT LIABILITIES			
53.5	21.1	.5	Other Long-Term Debt			
80.5	67.6	31.3	TOTAL LIABILITIES			
19.5	32.4	68.7	EQUITY (NET WORTH)			
			Statistical Data			
19.5%	23.9%	21.9%	Percent Change in Sales, '87 vs '86			
43.5	47.5	35.4	Cost of Sales/Inventory			
32.3	44.6	54.3	Average Collection Period			
(.3)%	13.2%	21.4%	Profit Before Income Taxes/Assets			
(11.3)%	18.2%	23.0%	Net Income/Equity			

*PBIT less than 6.5 percent
**PBIT more than 6.5 percent

CUSTOM OTHER PROCESSORS BY SALES GROUP

SURVEY NO. 26, 1987

SALES LESS THAN $5 MILLION				SALES $5–$10 MILLION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
.4	1.6	.1	Less Adjustments & Allowances	0.0	.7	0.0
99.6	98.4	99.9	Net Sales	100.0	99.3	100.0
44.0	43.3	51.3	Direct Materials	53.7	33.5	47.1
13.0	13.4	11.1	Direct Labor	7.6	19.3	12.4
9.4	8.1	2.4	Indirect Labor	4.4	10.4	8.1
3.4	2.2	1.5	Utilities	1.8	2.5	2.8
2.8	2.3	1.3	Depreciation	5.1	2.5	11.1
12.5	13.5	9.7	Other Mfg. Expense	9.1	10.7	15.2
.9	.4	(.1)	Net on Tool Transactions	0.0	.3	(6.6)
3.7	4.8	4.5	Selling Expenses	6.2	5.6	3.1
12.3	10.4	6.7	Administrative Expense	9.9	12.3	6.8
(2.4)	0.0	11.5	Operating Earnings	5.2	2.2	0.0
3.8	.3	4.7	Other Income or (Expense)	4.7	(.1)	(6.0)
(6.2)	(.3)	6.8	Profit Before Income Taxes	.5	2.3	6.0
(1.9)	(.1)	.6	Income Taxes	.1	.3	2.6
(4.3)	(.2)	6.2	PROFIT AFTER INCOME TAXES	.4	2.0	3.4
236.5	222.0	226.1	Sales as Percentage of Total Assets	181.8	182.2	218.0
			Balance Sheets			
3.6	9.6	7.7	Cash	10.7	4.9	7.5
21.2	15.5	18.4	Accounts & Notes Receivable	23.9	21.2	22.3
18.4	12.3	14.6	Inventory	17.9	14.7	21.4
5.2	.2	8.8	Other Current Assets	12.7	1.6	5.9
48.4	37.6	49.5	CURRENT ASSETS	65.2	42.4	57.1
15.9	28.2	30.7	Land & Buildings, at Cost	29.8	43.4	20.2
3.7	11.5	14.4	Depreciation Reserve	7.4	14.3	4.9
53.4	57.2	62.5	Machinery & Equipment, at Cost	46.5	27.6	68.2
21.1	37.3	30.3	Depreciation Reserve	41.5	20.6	51.2
7.1	25.8	2.0	Other Long-Term Assets	7.4	21.5	10.6
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
8.9	1.3	8.8	Current Portion of Term Debt	3.3	5.5	.2
27.2	26.1	16.5	Notes Payable	28.9	18.3	.3
22.9	15.6	20.3	Accounts Payable, Trade	19.8	19.9	14.4
2.5	6.7	8.6	Other Payables & Accruals	10.5	14.9	9.4
61.5	49.7	54.2	CURRENT LIABILITIES	62.5	58.6	24.3
.2	.3	4.2	Other Long-Term Debt	0.5	0.0	9.0
61.7	50.0	58.4	TOTAL LIABILITIES	63.0	58.6	33.3
38.3	50.0	41.6	EQUITY (NET WORTH)	37.0	41.4	66.7
			Statistical Data			
(1.8)%	(3.2)%	5.3%	Percent Change in Sales, '87 vs '86	6.4%	6.0%	7.1%
33.2%	24.4%	30.5%	Cost of Sales/Inventory	45.7%	37.0%	37.1%
32.7	25.5	29.7	Average Collection Period	48.0	42.5	37.3
(14.7)%	(.7)%	15.4%	Profit Before Income Taxes/Assets	.9%	4.2%	13.1%
(26.6)%	(.9)%	33.7%	Net Income/Equity	2.0%	8.8%	11.1%

*PBIT less than –.3 percent
**PBIT more than –.3 percent

*PBIT less than –.1 percent
**PBIT more than –.1 percent

CUSTOM OTHER PROCESSORS BY SALES GROUPS

SURVEY NO. 26, 1987

SALES $10 MILLION OR MORE						
Less Profitable*	Median	More Profitable**	Operating Statements			
100.0	100.0	100.0	Net Sales			
1.0	.2	.7	Less Adjustments & Allowances			
99.0	99.8	99.3	Net Sales			
45.8	38.6	42.5	Direct Materials			
12.4	11.7	10.6	Direct Labor			
8.1	8.5	6.4	Indirect Labor			
2.2	2.0	2.5	Utilities			
2.8	3.3	3.2	Depreciation			
9.5	14.7	12.2	Other Mfg. Expense			
.2	(.2)	(.8)	Net on Tool Transactions			
3.4	4.3	2.1	Selling Expenses			
6.9	5.3	6.7	Administrative Expense			
7.7	11.6	14.6	Operating Earnings			
1.7	2.7	.3	Other Income or (Expense)			
6.0	8.9	14.3	Profit Before Income Taxes			
1.4	2.1	3.1	Income Taxes			
4.6	6.8	11.2	PROFIT AFTER INCOME TAXES			
171.8	162.4	170.3	Sales as Percentage of Total Assets			
			Balance Sheets			
1.2	2.8	2.1	Cash			
20.7	18.7	18.2	Accounts & Notes Receivable			
20.4	17.8	17.5	Inventory			
2.7	4.9	4.0	Other Current Assets			
45.0	44.2	41.8	CURRENT ASSETS			
18.4	14.8	24.8	Land & Buildings, at Cost			
4.5	4.8	15.4	Depreciation Reserve			
50.3	50.5	57.4	Machinery & Equipment, at Cost			
9.8	12.3	17.3	Depreciation Reserve			
.6	7.6	8.7	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
2.3	.1	.9	Current Portion of Term Debt			
4.1	1.7	3.0	Notes Payable			
20.2	24.5	7.6	Accounts Payable, Trade			
10.5	12.6	10.0	Other Payables & Accruals			
37.1	38.9	21.5	CURRENT LIABILITIES			
19.6	9.7	23.5	Other Long-Term Debt			
56.7	48.6	45.0	TOTAL LIABILITIES			
43.3	51.4	55.0	EQUITY (NET WORTH)			
			Statistical Data			
11.3	14.6	10.9	Percent Change in Sales, '87 vs '86			
53.0%	50.6%	48.0%	Cost of Sales/Inventory			
44.0	42.0	39.1	Average Collection Period			
10.3%	14.5%	24.4%	Profit Before Income Taxes/Assets			
18.3%	21.5%	34.7%	Net Income/Equity			

*PBIT less than 8.9 percent
**PBIT more than 8.9 percent

PLASTICS PROCESSING INDUSTRY BY END USE

SURVEY NO. 26, 1987

BUSINESS EQUIPMENT				CONSTRUCTION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profiable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
0.0	.5	.1	Less Adjustments & Allowances	.1	0	.2
100.0	99.5	99.9	Net Sales	99.9	100.0	99.8
43.1	33.2	38.7	Direct Materials	46.1	60.7	41.1
10.6	12.4	11.5	Direct Labor	9.8	11.7	9.8
6.1	13.1	11.3	Indirect Labor	5.6	1.2	9.7
5.6	3.5	2.3	Utilities	1.4	3.1	1.8
4.7	8.2	2.7	Depreciation	3.4	3.2	2.3
12.6	6.8	8.5	Other Mfg. Expense	9.8	4.2	7.4
(.2)	(1.7)	(.8)	Net on Tool Transactions	16.4	0.0	2.8
6.9	3.7	4.5	Selling Expenses	6.3	4.3	9.4
10.6	11.8	8.1	Administrative Expense	10.1	10.1	6.4
0.0	8.5	13.1	Operating Earnings	(9.5)	1.5	9.1
1.9	3.7	3.5	Other Income or (Exp	2.7	1.6	1.3
(1.9)	4.8	9.6	Profit Before Income T	(12.2)	(.1)	7.8
.1	1.6	3.3	Income Taxes	(1.5)	0.0	3.1
(2.0)	3.2	6.3	PROFIT AFTER INCOME TAXES	(10.7)	(.1)	4.7
127.3	132.1	182.4	Sales as Percentage of Total Assets	169.5	178.5	186.1
			Balance Sheets			
1.5	3.8	4.5	Cash	6.9	7.1	5.6
16.5	18.0	21.4	Accounts & Notes Receivable	27.5	31.2	19.2
12.1	12.5	16.1	Inventory	21.3	6.5	18.3
11.9	3.6	3.3	Other Current Assets	.8	7.8	24.7
42.0	37.9	45.3	CURRENT ASSETS	56.5	52.6	67.8
15.5	9.9	20.6	Land & Buildings, at Cost	9.6	8.2	47.2
5.3	1.3	5.7	Depreciation Reserve	3.1	.8	34.9
62.9	55.0	42.9	Machinery & Equipment, at Cost	53.7	49.3	40.1
17.4	8.0	6.7	Depreciation Reserve	27.0	34.2	25.1
2.3	6.5	3.6	Other Long-Term Assets	10.3	24.9	4.9
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
11.0	10.9	9.8	Current Portion of Term Debt	5.4	11.2	4.6
24.8	19.7	11.9	Notes Payable	12.4	17.8	16.5
18.6	25.6	10.9	Accounts Payable, Trade	20.4	23.3	19.1
14.9	7.8	7.3	Other Payables & Accruals	6.8	4.5	8.8
69.3	64.0	39.9	CURRENT LIABILITIES	45.0	56.8	49.0
8.0	7.7	3.9	Other Long-Term Debt	10.6	.3	5.6
77.3	71.7	43.8	TOTAL LIABILITIES	55.6	57.1	54.6
22.7	28.3	56.2	EQUITY (NET WORTH)	44.4	42.9	45.4
			Statistical Data			
35.3%	20.4%	23.8%	Percent Change in Sales, '87 vs '86	8.7%	(1.4)%	3.6%
41.9	44.4	42.9	Cost of Sales/Inventory	59.8	15.8	49.8
47.3	49.7	42.8	Average Collection Period	59.2	63.8	37.7
(2.4)%	6.3%	17.5%	Profit Before Income Taxes/Assets	(20.7)%	(.2)%	14.5%
(11.2)%	14.9%	20.4%	Net Income/Equity	(40.8)%	(.4)%	19.3%

*PBIT less than 4.8 percent
**PBIT more than 4.8 percent

*PBIT less than 7.1 percent
**PBIT more than 7.1 percent

PLASTICS PROCESSING INDUSTRY BY END USE

SURVEY NO. 26, 1987

ELECTRONICS			Operating Statements	MEDICAL		
Less Profitable*	Median	More Profitable**		Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
.3	.3	1.0	Less Adjustments & Allowances	0	.5	.6
99.7	99.7	99.0	Net Sales	100.0	99.5	99.4
42.9	44.3	32.0	Direct Materials	35.4	34.0	34.4
19.0	15.6	10.8	Direct Labor	7.1	8.2	12.7
9.1	7.4	11.0	Indirect Labor	8.2	10.4	10.4
2.3	8.8	2.1	Utilities	4.7	4.1	3.9
1.7	1.9	3.8	Depreciation	6.5	4.6	3.7
8.0	6.6	7.9	Other Mfg. Expense	12.1	15.2	9.6
.8	(2.2)	(1.3)	Net on Tool Transactions	.3	(.1)	(2.7)
1.6	3.7	4.4	Selling Expenses	11.1	6.4	2.2
10.5	7.3	11.3	Administrative Expense	10.1	11.4	13.3
3.8	6.3	14.4	Operating Earnings	4.5	5.3	11.8
2.9	1.9	4.6	Other Income or (Expense)	6.2	1.1	(.2)
.9	4.4	9.8	Profit Before Income Taxes	(1.7)	4.2	12.0
.2	1.6	3.6	Income Taxes	(.2)	.6	.8
.7	2.8	6.2	PROFIT AFTER INCOME TAXES	(1.5)	3.6	11.2
185.8	189.5	194.1	Sales as Percentage of Total Assets	242.8	241.8	247.1
			Balance Sheets			
1.0	2.9	12.3	Cash	15.8	4.7	21.6
18.2	26.6	25.4	Accounts & Notes Receivable	19.7	22.4	26.1
24.9	20.1	26.6	Inventory	14.8	12.6	8.7
4.1	7.6	4.1	Other Current Assets	1.3	5.6	1.9
48.2	57.2	68.4	CURRENT ASSETS	51.6	45.3	58.3
19.5	60.3	9.5	Land & Buildings, at Cost	0.0	26.2	27.4
4.6	43.7	1.3	Depreciation Reserve	0.0	7.8	4.6
44.1	55.2	45.7	Machinery & Equipment, at Cost	129.5	60.8	46.3
18.7	31.6	26.5	Depreciation Reserve	83.2	28.4	28.5
11.5	2.6	4.2	Other Long-Term Assets	2.1	3.9	6.1
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
16.5	11.0	7.7	Current Portion of Term Debt	22.7	3.6	1.0
22.5	14.4	10.3	Notes Payable	19.7	11.8	12.5
17.5	13.5	10.7	Accounts Payable, Trade	14.6	10.7	9.7
4.1	6.9	12.3	Other Payables & Accruals	9.9	5.2	11.5
60.6	45.8	41.0	CURRENT LIABILITIES	66.9	31.3	34.7
12.9	11.5	14.1	Other Long-Term Debt	0.0	8.8	0.0
73.5	57.3	55.1	TOTAL LIABILITIES	66.9	40.1	34.7
26.5	42.7	44.9	EQUITY (NET WORTH)	33.1	59.9	65.3
			Statistical Data			
8.1%	13.9%	33.9%	Percent Change in Sales, '87 vs '86	8.7%	2.1%	(4.8)%
58.7	45.6	71.8	Cost of Sales/Inventory	30.0	24.7	17.0
35.8	51.2	47.8	Average Collection Period	29.6	33.8	38.6
1.7%	8.3%	19.0%	Profit Before Income Taxes/Assets	(4.1)%	10.2%	29.7%
4.9%	12.4%	26.8%	Net Income/Equity	(11.0)%	14.5%	42.4%

*PBIT less than 4.4 percent
**PBIT more than 4.4 percent

*PBIT less than 4.2 percent
**PBIT more than 4.2 percent

PLASTICS PROCESSING INDUSTRY BY END USE

SURVEY NO. 26, 1987

PACKAGING				TRANSPORTATION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
.3	1.5	2.1	Less Adjustments & Allowances	0.0	.2	.3
99.7	98.5	97.9	Net Sales	100.0	99.8	99.7
50.3	40.7	42.7	Direct Materials	44.8	42.1	38.4
10.8	11.8	8.7	Direct Labor	10.5	10.7	10.6
6.7	5.7	4.9	Indirect Labor	4.8	9.1	7.9
6.8	6.6	3.8	Utilities	4.1	5.5	3.2
2.7	2.2	4.3	Depreciation	3.2	2.8	2.9
14.3	9.4	8.5	Other Mfg. Expense	21.1	8.6	9.2
(1.0)	1.1	(.2)	Net on Tool Transactions	(2.1)	(.4)	(.1)
7.2	5.9	5.4	Selling Expenses	10.2	4.5	2.4
6.9	7.0	6.5	Administrative Expense	14.5	11.1	9.9
(5.0)	8.1	13.3	Operating Earnings	(11.1)	5.8	15.3
.9	4.6	.4	Other Income or (Expense)	5.9	1.9	2.1
(5.9)	3.5	12.9	Profit Before Income Taxes	(17.0)	3.9	13.2
(2.1)	.7	4.8	Income Taxes	(3.0)	1.2	3.5
(3.8)	2.8	8.1	PROFIT AFTER INCOME TAXES	(14.0)	2.7	9.7
169.9	185.8	195.7	Sales as Percentage of Total Assets	152.0	198.2	213.8
			Balance Sheets			
3.2	16.8	3.6	Cash	12.8	4.4	7.6
13.9	23.2	24.2	Accounts & Notes Receivable	27.6	27.2	18.3
15.9	16.6	19.3	Inventory	13.6	18.2	11.5
2.1	4.7	3.2	Other Current Assets	9.3	2.9	3.2
65.1	61.3	50.3	CURRENT ASSETS	63.3	52.7	40.6
15.6	15.1	16.4	Land & Buildings, at Cost	8.7	25.1	24.4
3.7	5.3	4.5	Depreciation Reserve	6.5	6.6	3.5
37.2	45.4	81.3	Machinery & Equipment, at Cost	50.7	56.0	61.2
18.1	25.6	58.2	Depreciation Reserve	17.9	36.2	27.8
3.9	9.1	14.7	Other Long-Term Assets	1.7	4.0	5.1
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
12.5	12.5	1.8	Current Portion of Term Debt	7.3	4.7	2.7
15.6	8.0	11.4	Notes Payable	17.4	13.4	4.9
23.9	17.1	14.3	Accounts Payable, Trade	11.5	15.1	16.1
6.2	6.9	9.7	Other Payables & Accruals	10.7	8.0	15.1
58.2	44.5	37.2	CURRENT LIABILITIES	46.9	41.2	38.8
7.7	1.8	10.9	Other Long-Term Debt	12.7	14.9	5.9
65.9	46.3	48.1	TOTAL LIABILITIES	59.6	56.1	44.7
34.1	53.7	51.9	EQUITY (NET WORTH)	40.4	43.9	55.3
			Statistical Data			
(.6)%	16.6%	32.4%	Percent Change in Sales, '87 vs '86	29.8%	17.0%	7.5%
37.1	41.8	47.9	Cost of Sales/Inventory	36.9	42.4	27.1
29.9	45.6	45.1	Average Collection Period	41.5	50.1	31.2
(1.8)%	6.5%	25.2%	Profit Before Income Taxes/Assets	(24.8)%	7.7%	28.2%
(18.9)%	9.7%	30.5%	Net Income/Equity	(52.7)%	12.2%	37.5%

*PBIT less than 3.5 percent
**PBIT more than 3.5 percent

*PBIT less than 3.9 percent
**PBIT more than 3.9 percent

DEFINITIONS

1. **Accounts Payable, Trade**—Amounts owed for goods or services, related to a firm's primary activity, under an informal credit agreement—usually payable within one or two months.
2. **Administrative Expense**—An expense related to the enterprise as a whole as contrasted to expenses related to more specific functions such as manufacturing or selling.
3. **Buildings**—Factory buildings, store buildings, garages, warehouses and so on.
4. **Capitalized Lease Obligations**—The present value of future commitments for cash payments to be made in return for the right to use property owned by someone else.
5. **Cash**—Currency and coins, negotiable checks, and balances in bank accounts.
6. **Current Portion of Long Term Debt**—Long-term debt falling due within one year of the balance sheet date.
7. **Depreciation Expense**—the cost of assets used in manufacturing which is allocated to the period covered by the operating statement.
8. **Depreciation Reserve**—The cumulative amount of the cost of long-term assets (land and buildings, machinery and equipment, and mold, tools, dies) that has been allocated to prior periods in measuring net income or to cost of production.
9. **Direct Labor**—Cost of labor, including fringe benefits, applied and assigned directly to the manufacture of a product.
10. **Direct Material**—Cost of material including inbound freight, applied and assigned directly to the manufacture of a product.
11. **Direct Packaging and Shipping Supplies**—Costs of supplies directly applied to the packaging and shipping of units of manufactured products to customers.
12. **Equity**—The difference between total assets and total liabilities.
13. **FIFO**—First in, first out method of inventory valuation under which ending inventory is computed from more recent purchases and cost of goods sold in computed from oldest purchases including beginning inventory.
14. **Finished Goods Inventory**—Completed but unsold manufactured products.
15. **Inbound Freight**—The cost of freight or shipping incurred in acquiring inventory.
16. **Indirect Labor**—A cost, including fringe benefits, of labor that is not directly applied to the manufacture of a product such as for foremen.
17. **Interest Expense or (Income)**—The difference between interest paid and interest received.
18. **Land**—Site at cost plus the cost of any undepreciable improvements.
19. **LIFO**—Last in, first out method of inventory valuation where the ending inventory is computed from cost of the oldest units and cost of goods sold is the cost of most recently acquired units.
20. **LIFO Reserve**—Current or FIFO historical cost of ending inventory less LIFO historical cost.
21. **Lease Expense**—The amount payable to the owner of an asset for its use during the period covered by the operating statement.
22. **Machinery and Equipment**—Machinery and Equipment, with life of more than one year, valued at cost.
23. **Marketable Securities**—Government bonds, or stocks and bonds of corporations which the firm plans to hold for a relatively short period of time and which can be bought and sold readily.
24. **Molds, Tools, Dies**—Molds, Tools and Dies with life of more than one year, valued at cost.
25. **Net on Tool Transaction**—The difference between the amount paid for small tools (life less than one year) and the amount received for the sale of such tools.
26. **Net Sales**—Sales (excluding tooling) at gross invoice amount less return allowances, freight paid for customers and discounts taken.
27. **Notes Payable including Bank Loans**—The face amount of promissory notes given in connection with loans from the bank or the purchase of goods or services.
28. **Operating Earnings**—Net sales less the total of all expenses listed on the questionnaire from outgoing freight to research and development expense inclusive.
29. **Notes Receivable**—Amounts due from customers or from others to whom loans have been made or credit extended, when the claim has been put into writing in the form of a promissory note.
30. **Other Current Assets**—Prepayments, receivables other than trade accounts and notes, manufacturing supplies, spare parts, small tools, office supplies, etc.
31. **Other Expense or (Income)**—The difference between outlays and receipts on transactions (other than

receipt or payment of interest) not related to the primary purpose of the firm such as income or investments, gains or losses on sale of assets, etc.

32. **Other Fixed Factory Expense**—Costs, other than those included in questionnaire, that are not directly associated with identifiable units of a product such as property taxes, insurance, etc.
33. **Other Long-Term Assets**—Assets, other than those specifically listed in the questionnaire, which are expected to last more than one year including capitalized leases, goodwill, etc.
34. **Other Long-Term Debt**—Obligations (other than Real Estate Mortgages) having due dates, or maturities, more than one year after the balance sheet date.
35. **Other Payables and Accruals**—All current liabilities other than the three enumerated: current portions of long term debt, notes payable including bank loans and trade accounts payable.
36. **Other Selling Expense**—Selling expenses (other than sales commissions) including compensation of salesmen, traveling, advertising, etc.
37. **Other Variable Manufacturing Expense**—Expenses, not specifically called for in questionnaire that vary with level of output but cannot be identified with any particular unit of product, such as cleaning supplies, rags, work clothes, etc.
38. **Outgoing Freight**—The cost of freight or shipping incurred in selling inventory.
39. **Packaging and Shipping Supplies**—Inventory of supplies applied directly to the packaging and shipping of manufactured products.
40. **Profit After Income Taxes**—Profit before income taxes less Federal income tax and other income taxes.
41. **Profit Before Income Taxes**—Operating earnings less interest expense and other expense.
42. **Provision For Income Taxes Payable**—The estimated liability for income taxes accumulated and unpaid, based on the taxable income of the firm from the beginning of the taxable year to the date of the balance sheet.
43. **Raw Material Inventory**—Unused materials from which manufactured products are to be made.
44. **Real Estate Mortgages**—Mortgages on land and its improvements and buildings.
45. **Research and Development Expense**—Expenses for research—activities aimed at discovering new knowledge in the hope that such activity will be useful in creating a new product, process or service. Expenses for development—activities to translate research findings or other knowledge into a new or improved product, process or service.
46. **Sales Commission**—Commissions paid to salespersons or other selling agents. Do not include salaries of salespersons.
47. **Trade Accounts Receivables**—Amounts due from customers from the sale of goods relating to prime activity of business.
48. **Utilities**—Includes the cost of power, fuel, water and sewers.
49. **Work-in-Process Inventory**—Partially completed manufactured products.

Procedure for Profits & Loss Statement

The median for each item in the P & L statement is computed. Since the median is used the deduction (addition) of all costs (income) from sales will not necessarily yield the median for net profits before taxes. All costs (income) are adjusted proportionately to yield the net profit before tax median. The adjustments are minor for any one item. Similarly, the medians for federal and state income taxes are adjusted to yield the calculated median net profit after income taxes.

Procedure for Balance Sheet

The medians of the individual assets are adjusted proportionately to total 100 per cent.

The median of the individual liabilities are adjusted proportionately so that when added to the calculated median for the net worth will total 100 per cent.

Definitions

Less Profitable—Consists of all firms whose net profit before taxes is less than the median.

More Profitable—Consists of those firms whose net profit before taxes is equal to or greater than the median.

LIST OF PARTICIPANTS

A

Accurate Plastics, Inc.
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ACM, Inc.
Georgetown, TX 78626

Admo, Inc.
Schaumburg, IL 60199

Airlite Plastics Co.
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Akemi Plastics, Inc.
Eaton Rapids, MI 48827

Allen Extruders, Inc.
Holland, MI 49423

Alphatech Molding, Inc.
Devon, PA 19333

Alplastic Inc.
Santa Fe Springs, CA 90670

American Acrylic Corporation
West Babylon, NY 11704

Anaheim Custom Extruders, Inc.
Anaheim, CA 92806

Anchor Tool and Plastic, Inc.
Golden Valley, MN 55427

Atlas Alchem Plastics
Cape Girardeau, MO 63702

Automatic Molded Plastics
South Bend, IN 46628

B

Ball Unimark Plastics
Greenville, SC 29602

Blako Industries, Inc.
Dunbridge, OH 43414

The Budd Company
Madison Heights, MI 48071

C

Camfield Fiberglass Plastics
Zeeland, MI 49464

Cashiers Structural Foam
Cashiers, NC 28717

Century Insulation Mfg. Co.
Union, MS 39365

Clearplass Containers
Lyons, NY 14489

Coastal Engineered Products Co.
Varnville, SC 29944

Colgate Plastics Corp.
Buffalo, NY 14220

Cowan Plastics Prod. Corp.
Providence, RI 02909

Crane Plastics Company
Columbus, OH 43216

Creative Forming
Ripon, WI 54971

Creative Pultrusions
Alum Bank, PA 15521

Crescent Plastics, Inc.
Evansville, IN 47711

Crosby Mfg. Co.
Crosby, MN 56441

Custom Pack Inc.
Malvern, PA 19355

Cyro Industries
Mt. Arlington, NJ 07856

D

Dekalb Molded Plastics
Butler, IN 46721

Diemolding Corporation
Canastota, NY 13032

Dimco-Gray Company
Centerville, OH 45458

Walter Drake Inc.
Holyoke, MA 01040

Drew Foam Companies, Inc.
Monticello, AR 71655

E

EGC Corporation
Houston, TX 77076

Electro-General Plastics Corp.
Cleveland, OH 44140

F

Fabri-Kal Corporation
Kalamazoo, MI 49001

Federal Molding Company
Sanford, NC 27330

Fibergrate Corporation
Dallas, TX 75234

Fleck Company, Inc.
Auburn, WA 98002

Foam Plastics of New England
Prospect, CT 06712

LIST OF PARTICIPANTS

Form Pac Corporation
Sandusky, OH 44870

G

The General Industries Company
Elyria, OH 44036

General Marble Corporation
Cucamonga, CA 91730

Genesis Packaging Systems
Pittsburgh, PA 15220

The Glastic Co.
Cleveland, OH 44121

Gordon Plastics, Inc.
Vista, CA 92083

Gougeon Brothers, Inc.
Bay City, MI 48707

G.W. Fiberglass, Inc.
O'Fallon, MO 63366

H

R. D. Harris & Associates
Tempe, AZ 85281

Haysite Reinforced Plastics
Erie, PA 16509

Hoffer Plastics Corp.
S. Elgin, IL 60177

Hopple Plastics Inc.
Florence, KY 41042

Hughes Plastic Co., Inc.
Redwood City, CA 94063

Huron Plastics Group, Inc.
St. Clair, MI 48079

I

Impact Extrusions
Grand Prairie, TX 75053

J

Jacobs Plastic
Adrian, MI 49221

Jason Products
Emeryville, CA 94608

K

Kaysun Plastics Inc.
Maintowoc, WI 54220

King Plastics Inc.
Orange, CA 92668

Kurz-Kasch, Inc.
Dayton, OH 45401

L

L.B. Plastics, Inc.
Mooresville, NC 28115

Lexalite International Corporation
Charlevoix, MI 49720

M

Majors, Inc.
Omaha, NE 68127

Mankato Corporation
Mankato, MN 56001

Mechanical Institute, Inc.
Boonton, NJ 07005

Menasha Corporation
Watertown, WI 53094

MFG Justin Tanks, Inc.
Georgetown, DE 19947

Michigan Plastic Products Co.
Grand Haven, MI 49417

Mobil Chemical Co.
Pittsford, NY 14534

Molded Container Corp.
Portland, OR 97202

Modex, Inc.
Putnam, CT 06260

The Molding Company
Dayton, OH 45459

Morrison Molded Fiber Glass
Bristol, VA 24203

N

Northwood Industries
Traverse City, MI 49684

O

Oneida Molded Plastics
Oneida, NY 13421

P

Pacemaker Plastics Co., Inc.
Newcomerstown, OH 43832

Pacific Allied
Ewa Beach, HI 96707

Pacific Plastic Tech., Inc.
So. El Monte, CA 91733

LIST OF PARTICIPANTS

Packer Plastics, Inc.
Lawrence, KS 60044

Penda Corporation
Portage, WI 53901

Phillips Manufacturing Co., Inc.
Canton, MA 02021

Pine River Plastics, Inc.
St. Clair, MI 48079

Plano Molding Company
Plano, IL 60545

Plastec Products, Inc.
Fort Collins, CO 80524

Plastic Art Products
Greeley, CO 80631

Plastic Industries, Inc.
Athens, TN 37303

Plastic Ingenuity
Cross Plains, WI 53528

Plastic Moldings
Cincinnati, OH 43214

Plastic Products Co., Inc.
Lindstrom, MN 55045

Plas-Tool Co.
Niles, IL 60648

Plexco
Franklin Park, IL 60131

Polymer Composites Inc.
Winona, MN 55987

Precision Custom Products
DeGraff, OH 43318

Premix, Inc.
N. Kingsville, OH 44068

Prent Corporation
Jamesville, WI 53547

Q

Quazite Corp.
Houston, TX 77035

Quality Plastics Co., Inc.
Newberg, OR 97132

R

Rakar, Inc.
Oxnard, CA 93034

R & R Plastics, Inc.
Dayton, OH 45401

Recto Molded Products, Inc.
Cincinnati, OH 45209

Regal Plastic Company
Kansas City, MO 64127

L .W. Reinhold Plastics, Inc.
Los Angeles, CA 90003

Rheem Container Corporation
Linden, NJ 07036

Rockwell International
Troy, MI 48084

Rostone Corp.
Lafayette, IN 47905

Royce Plastic Molding
Indianapolis, IN 46226

R.P. Industries, Inc.
Richmond, VA 23236

S

Seaquist Plastics
Mukwonago, WI 53149

Snyder Industries, Inc.
Lincoln, NE 68504

Southern Plastics Company
Columbia, SC 29202

Spir-it Inc.
Wakefield, MA 01880

Sunbeam Plastics Corp.
Evansville, IN 47711

T

Techform, Inc.
Mt. Airy, NC 27030

Tech-Way Industries, Inc.
Franklin, OH 45005

Teleflex Fluoroplastics, Inc.
Jaffrey, NH 03452

Tetra Plastics, Inc.
Chesterfield, MO 63017

Textek Plastics, Inc.
San Antonio, TX 78227

Thermoplastic Molders, Inc.
Oklahoma City, OK 73116

Trans Plastics Inc.
Conneaut, OH 44030

Tri-Plas Inc.
Ontario, CA 91761

Triangle Plastics, Inc.
Winthrop, IA 50682

Triquest Corp.
Vancouver, WA 98661

U

United Southern Industries, Inc.
Forest City, NC 28043

V

Variform Inc.
Kearney, MO 64060

Vermont Plastics Inc.
Montpelier, VT 05602

Vinylium Corp.
Pittsburgh, PA 15221

Vinyl Plastics, Inc.
Sheboygan, WI 53081

W

Waterbury Companies, Inc.
Waterbury, CT 06722

Web Plastics Co., Inc.
Richwood, OH 43344

W.J. Whatley, Inc.
Commerce City, CO 80022

Wilden International Plastics Inc.
Montpelier, VT 05602

Winzen International, Inc.
San Antonio, TX 78213

Witt Plastics, Inc.
Greenville, OH 45331

WM Plastics Inc.
Cary, IL 60013

The Society of the
Plastics Industry, Inc.

SPI

SurveyQuestionnaire

1275 K Street, N.W.
Washington, D.C. 20005
(202) 371-5200

FINANCIAL AND OPERATING RATIOS
SURVEY No. 26—1987

CONFIDENTIAL
FOR PLASTICS PROCESSORS WITH SALES OF LESS THAN $10 MILLION

TO: ALL SPI PLASTICS PROCESSING COMPANIES with 1987 sales of less than $10 million (Raw materials producers, manufacturers of machinery, molds and auxiliary equipment, please disregard this questionnaire.)

This is the questionnaire for the twenty-sixth Financial and Operating Ratios Survey for **custom or proprietary plastics processing** firms engaged in compression, blow, or injection molding; extruding; reinforced plastics; or other methods of processing. If your plastics sales in 1987 were more than $10 million, call Diana Wright at SPI, (202) 371-5293 for a different questionnaire.

This survey covers statements for the calendar year 1987 or the closest fiscal year. If you have separate operations engaged in different processes (e.g. an injection molding plant and an extrusion plant) or different businesses (e.g. a custom compression molding plant and a proprietary injection plant,) please **complete a separate questionnaire for each operation.** If you are a division or plant in a multiproduct company where it is not possible to extract all balance sheet items, mark N.A. on such lines. If precise calculations are too difficult, reasonable estimates are acceptable.

As more processors convert to 6 and 7-day work weeks, it has been decided to reflect maximum capacity as 365 days less 10 holidays = 355 days × 24 hours = 8,500 Total Available Machine Hours.

This questionnaire is fairly simple to complete and will permit more meaningful groupings of ratios by different types and sizes of firms. All financial information is to be reported as percentages of sales or assets. Calculation of ratios will be performed during compilation of the data.

It is important to note that as the number of firms who participate increases, so will the level of detail of the data, by type of process and by sales size. This will make the report much more meaningful. So, we urge all processors to participate in this year's survey.

All individual company replies will, of course, be held in strictest confidence. Please return your completed questionnaire by April 15, 1988 to Mr. Tim Hand in the preaddressed envelope enclosed. **All participants will automatically receive a copy of the final report provided the enclosed "Report Mailing Card" (yellow) is filled out and returned along with the completed questionnaire.** Make a copy of your completed questionnaire for your records.

This survey is sponsored by SPI's FINANCIAL MANAGEMENT COMMITTEE.

Please return one copy of this questionnaire by April 15, 1988 to:

Mr. Tim Hand
Conway-McCue Associates
Trade Association Services
P.O. Box 2146
Rockville, Maryland 20852

Plastics

PLEASE COMPLETE THE ENCLOSED REPORT MAILING CARD (YELLOW) TO RECEIVE A COPY OF THE FINAL REPORT.

QUESTIONNAIRE FOR PLASTICS PROCESSING COMPANIES WITH SALES OF LESS THAN $10 MILLION
1987—FINANCIAL AND OPERATING DATA—1987

ASSET AND LIABILITY (BALANCE SHEET) DATA
All figures, to one decimal place, as percentage of Total assets)

Cash	_____
Accounts Receivable	_____
Inventory	_____
Other Current Assets	_____
TOTAL CURRENT ASSETS	_____
Land & Buildings	_____
Depreciation Reserve	(_____)
Machinery & Equipment	_____
Depreciation Reserve	(_____)
Other Long-Term Assets	_____
TOTAL ASSETS	100.0%
Accounts Payable	_____
Current Portion of Long-Term Liability	_____
Other Current Liabilities	_____
Notes Payable	_____
Other Long-Term Liabilities	_____
Net Worth	_____
TOTAL LIABILITIES AND NET WORTH	100.0%

OPERATING (PROFIT AND LOSS) STATEMENT DATA
All figures, to one decimal place, as percentage of Net Sales

Sales (Excluding Tooling)	100.0%
Less Adjustments & Allowances	(_____)
Net Sales	_____
Direct Labor	_____
Direct Materials	_____
Indirect Labor	_____
Utilities	_____
Depreciation	_____
Other Manufacturing Expense	_____
Net on Tooling Transactions	_____
Selling Expenses	_____
Administrative Expenses	_____
Other Expenses (Income)	_____
Profit before Income Taxes	_____
Income Taxes	_____
Profit after Income Taxes	_____

Please note that all information will be held in strict confidence.

QUESTIONNAIRE FOR PLASTICS PROCESSING COMPANIES WITH SALES OF LESS THAN $10 MILLION

For purposes of classification and more meaningful analysis, please complete each of the following questions—

1. In 1987, what was your company's percentage change in net sales as compared to 1986?
_____% (plus or minus?)

2. In 1987, what was your Net Sales/Total Assets ratio? _____%

3. Are the ratios as reported herein, based upon calendar year 1987 or closest fiscal year?
☐ Calendar year 1987
☐ Closest fiscal year ended_____ 19_____
MONTH

4. In 1987, what was the average number of employees (production, sales and administration) involved in plastics processing? _____Employees

5. What was the percentage distribution of your 1987 sales by process type?

Blow Molding	_____%	Pultrusion	_____ %
Compression/Transfer	_____%	Reaction Injection Molding (RIM)	_____ %
EPS Sheet Extrusion	_____%	Reinforced	_____ %
Extrusion	_____%	Rotomolding	_____ %
Fabricating	_____%	SMC Molding	_____ %
Finishing/Decorating	_____%	Thermoforming	_____ %
Foam Molding	_____%	*Other	_____ %
Injection Molding	_____%	Total	100%

*Other (describe):_____

6. Approximately what percentage of your 1987 sales were custom or proprietary?

Custom	_____%
Proprietary	_____%
Total	100%

7. In 1987, what was the percentage distribution of your sales according to end-use application?

Appliances	_____%	Medical	_____ %
Business Equipment	_____%	Packaging	_____ %
Construction (excl. pipe/fittings)	_____%	Siding	_____ %
Electronics	_____%	Toys	_____ %
Electrical	_____%	Transportation	_____ %
Furniture	_____%	*Other	_____ %
Housewares	_____%	Total	100%

*Other (describe):_____

8. In 1987, what were your plastics sales? (This information will only be used to determine how best to group similar size companies.)
☐ Under $1,000,000
☐ $1,000,000 to $4,999,999
☐ $5,000,000 to $9,999,999
☐ $10,000,000 and over (see below)
If your plastics sales in 1987 were $10 million or more, you should be completing a different questionnaire. Call Diana Wright at (202) 371-5293 and ask for the large processor Financial & Operating Ratios Survey Questionnaire.

9. If you are a molder of SMC, please check here ☐.

10. If you are a custom sheet extruder, please check here ☐.

11. If you are a thermoformer, please check here ☐.

Thank you for your cooperation. Please return your completed questionnaire by April 15, 1988.

Please return one copy of this questionnaire by April 15, 1988 to:

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Trade Association Services
P.O. Box 2146
Rockville, Maryland 20852

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The Society of the Plastics Industry, Inc.

SurveyQuestionnaire

1275 K Street, N.W.
Washington, D.C. 20005
(202) 371-5200

FINANCIAL AND OPERATING RATIOS

SURVEY No. 26—1987

CONFIDENTIAL

FOR PLASTICS PROCESSORS WITH SALES OF $10 MILLION OR MORE

TO: ALL SPI PLASTICS PROCESSING COMPANIES with 1987 sales of $10 million or more (Raw materials producers, manufacturers of machinery, molds and auxiliary equipment, please disregard this questionnaire.)

This is the questionnaire for the twenty-sixth Financial and Operating Ratios Survey for **custom or proprietary plastics processing** firms engaged in compression, blow, or injection molding; extruding; reinforced plastics; or other methods of processing. If your plastics sales in 1987 were less than $10 million, call Diana Wright at SPI, (202) 371-5293 for a different questionnaire.

This survey covers statements for the calendar year 1987 or the closest fiscal year. If you have separate operations engaged in different processes (e.g. an injection molding plant and an extrusion plant) or different businesses (e.g. a custom compression molding plant and a proprietary injection plant,) please **complete a separate questionnaire for each operation.** If you are a division or plant in a multiproduct company where it is not possible to extract all balance sheet items, mark N.A. on such lines. If precise calculations are too difficult, reasonable estimates are acceptable.

As more processors convert to 6 and 7-day work weeks, it has been decided to reflect maximum capacity as 365 days less 10 holidays = 355 days × 24 hours = 8,500 Total Available Machine Hours.

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All individual company replies will, of course, be held in strictest confidence. Please return your completed questionnaire by April 15, 1988 to Mr. Tim Hand in the preaddressed envelope enclosed. **All participants will automatically receive a copy of the final report provided the enclosed "Report Mailing Card" (yellow) is filled out and returned along with the completed questionnaire.** Make a copy of your completed questionnaire for your records.

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Mr. Tim Hand
Conway-McCue Associates
Trade Association Services
P.O. Box 2146
Rockville, Maryland 20852

Plastics

PLEASE COMPLETE THE ENCLOSED REPORT MAILING CARD (YELLOW) TO RECEIVE A COPY OF THE FINAL REPORT.

QUESTIONNAIRE FOR PLASTICS PROCESSING COMPANIES WITH SALES OF $10 MILLION OR MORE
1987—FINANCIAL AND OPERATING DATA—1987

ASSET AND LIABILITY (BALANCE SHEET) DATA

All figures, to one decimal place, as percentage of Total assets)

Cash and Marketable Securities	
Trade Accounts and Notes Receivable	
Raw Material Inventory (at FIFO ☐, LIFO ☐, Other ☐)	
Work in Process Inventory (at FIFO ☐, LIFO ☐, Other ☐)	
Finished Goods Inventory (at FIFO ☐, LIFO ☐, Other ☐)	
LIFO Reserve (if applicable)	
Packaging and Shipping Supplies	
Other Current Assets (Prepayments, other receivables, manufacturing supplies, spare parts, small tools, etc.)	
Land and Buildings (At cost)	
Depreciation Reserve	( )
Machinery and Equipment (At cost)	
Depreciation Reserve	( )
Molds, tools, dies (At cost)	
Depreciation Reserve	( )
Other Long-Term Assets (Capitalized Lease, Goodwill, etc.)	
TOTAL ASSETS	**100.0%**
Current Portion of Long-Term Debt (due within one year)	
Notes Payable including Bank Loans	
Accounts Payable, Trade	
Other Payables and Accruals	
Provision for Income Taxes Payable	
Real Estate Mortgages	
Other Long-Term Debt	
Equity (Net Worth)	
TOTAL LIABILITIES AND NET WORTH	**100.0%**

OPERATING (PROFIT AND LOSS) STATEMENT DATA

All figures, to one decimal place, as percentage of Net Sales

Net sales (Excluding tooling)	100.0%
Outgoing Freight and Branch Warehousing	
Direct Materials (including inbound freight)	
Direct Packaging & Shipping Supplies	
Direct Labor (including fringe benefits)	
Indirect Labor (including fringe benefits)	
Utilities (Power, fuel, water, sewer)	
Other Variable Manufacturing Expense	
Depreciation Expense	
Lease Expense	
Other Fixed Factory Expense (Property taxes, insurance, etc.)	
Net on Tool Transactions	
Sales Commissions	
Other Selling Expense (Salesman's compensation, travel, advertising, etc.)	
Administrative Expense	
Engineering Expense (if not included in manufacturing or selling expense)	
Research and Development Expense	
Operating Earnings	
Interest Expense or (Income)	
Other Expense or (Income)	
Profit Before Income Taxes	
Federal Income Tax	
Other Income Tax (State, Foreign, Local, etc.)	
Profit After Income Taxes	

PLEASE NOTE THAT ALL INFORMATION WILL BE HELD IN STRICT CONFIDENCE

STATISTICAL DATA

Net Sales/Total Assets	_____	%
Net Sales/Average Number of All Employees	_____	$/employee
Productive Machine Hours/Total Available Machine Hours (assume 8,500 hrs. available per yr. per primary machine	_____	%
Net Sales/All Employees Man Hours	_____	$/man hr.
Net Sales/Total Employment Costs (Salaries, Wages, and Fringe Benefits)	_____	%
Net Sales/Production Worker Man Hours (Hourly-paid employees assigned to manufacturing)	_____	$/man hr.
Net Sales/Production Worker Employment Costs (Hourly-paid employees assigned to manufacturing)	_____	%
(Net Sales minus Cost of Materials)/lbs. processed	_____	$/lb.
Total Manufacturing Payroll/lbs. processed	_____	$/lb.

To provide the plastics processing industry with some historical idea of sales growth at the processor level annually, please answer question 1.

1. In 1987, what was your company's percentage change in net sales as compared to 1986?_____% (plus or minus?)

2. Are the ratios as reported herein, based upon calendar year 1987 or closest fiscal year?
   ☐Calendar year 1987
   ☐Closest fiscal year ended_____19____
   MONTH

For purposes of classification and more meaningful analysis, please complete each of the following questions–

3. In 1987, what was the average number of employees (production, sales and administration) involved in plastics processing?
   _____Employees

4. What was the percentage distribution of your 1987 sales by process type?

Blow Molding	_____	%	Pultrusion	_____	%
Compression/Transfer	_____	%	Reaction Injection Molding (RIM)	_____	%
EPS Sheet Extrusion	_____	%	Reinforced	_____	%
Extrusion	_____	%	Rotomolding	_____	%
Fabricating	_____	%	SMC Molding	_____	%
Finishing/Decorating	_____	%	Thermoforming	_____	%
Foam Molding	_____	%	*Other	_____	%
Injection Molding	_____	%	Total	100	%

*Other (describe) _____

5. Approximately what percentage of your 1987 sales were custom or proprietary?

Custom	_____	%
Proprietary	_____	%
Total	100	%

6. In 1987, what was the percentage distribution of your sales according to end-use application?

END USE

Appliances	_____	%	Packaging	_____	%
Business Equipment	_____	%	Pipe and Fittings	_____	%
Construction (excl. pipe/fittings)	_____	%	Siding	_____	%
Electrical	_____	%	Toys	_____	%
Electronics	_____	%	Transportation	_____	%
Furniture	_____	%	*Other	_____	%
Housewares	_____	%	Total	100	%
Medical	_____	%			

*Other (describe) _____

7. In 1987, what were your plastics sales? (This information will only be used to determine how best to group similar size companies.)
   ☐ $10,000,000 to $14,000,000
   ☐ $15,000,000 to $19,999,999
   ☐ $20,000,000 to $24,999,999
   ☐ $25,000,000 to $29,999,999
   ☐ $30,000,000 to $34,999,999
   ☐ $35,000,000 to $39,999,999
   ☐ $40,000,000 to $44,999,999
   ☐ $45,000,000 to $49,999,999
   ☐ $50,000,000 and over

8. If you are a molder of SMC, please check here ☐

9. If you are a custom sheet extruder, please check here ☐

10. If you are a thermoformer, please check here ☐

Thank you for your cooperation. Please return your completed questionnaire by April 15, 1988.

Plastics

SPI

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Trade Association Services
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Rockville, Maryland 20852

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FINANCIAL MANAGEMENT COMMITTEE
THE SOCIETY OF THE PLASTICS INDUSTRY, INC.
1275 K Street, Suite 400, N.W., Washington, D.C. 20005